THE FINANCIAL POST

The Canadian Newspaper for Business Men and Investors

VOL. XVIII. Annual Subscription, $5.00 PUBLICATION OFFICE: TORONTO, FEBRUARY 15, 1924 Single Copies, 10 Cents No. 7

PEOPLE REALIZE THAT THERE WILL BE LESS TO SPEND

Changed Attitude of Boards of Trade Significant

BUSINESS HOPEFUL

Campaign for Taxation Relief Promises to be Effective—Inflation of Prices Feared in United States

The necessity for a reduction in public expenditures by federal, provincial and municipal governments, in order to relieve the burden of taxation, has become the national question of the day. The Government has moved, with every show of serious intention, for a curtailment of the estimates and for a re-organization of the civil service. Representatives of Boards of Trade from ten cities in the three prairie provinces, gathered at Regina, launched a Dominion-wide campaign aiming at tax reduction. The Toronto Board of Trade has started a similar campaign in Eastern Canada and has decided to enlist the co-operation of other boards and business organizations throughout the province. A similar campaign has been started in Montreal. It will be aimed not only at retrenchment at Ottawa but at less and more careful spending by all public bodies. Apart from this the newspapers from coast to coast, of all complexions of political, economic and social opinion, are echoing a demand which represents all classes in the community; organized farmers and organized labor are urging action with manufacturers and merchants for lower taxes for individuals and for business.

An outstanding development in the campaign was the recognition by the Regina conference that the governments are not to blame for the present era of extravagance so much as the people themselves because of their demands upon these governments. "Lower Taxation, Better Times," was the slogan of the Regina meeting, but it was realized that reduction of taxation in any large measure is out of the question until the people are willing to do more for themselves and ask less of their governments. And in this same connection it is encouraging that Ottawa reports that while there is some demand for branch lines on their prairies and port facilities on the Pacific, there is a marked absence of the campaign for federal appropriations usually in evidence prior to the parliamentary session.

The steps taken by the Boards of Trade are encouraging. In former days if a community needed anything, it usually had the city council and Board of Trade send a deputation to Ottawa to make sure of it.

Business Has Hopes

Business looks for relief with some confidence. This is perhaps the most important factor in the outlook. Certain labor developments are disquieting. Reports from Nova Scotia to THE FINANCIAL POST indicate that the Montreal agreement between representatives of the company and the miners is of little real significance if the men vote to not accept it—and this they seem inclined to do. Such a course might be followed by cutting loose from the international union and a general upset in the district. In Alberta there is also trouble in regard to mine labor. The operators claim that the wage scale set in Indianapolis is far too high for local conditions and that the industry suffers accordingly. The Red element is strong in the ranks of the workers. In British Columbia the I. W. W. is conducting a strike of lumber workers. The lumber operators declare that they will fight to a finish against the Reds, who are being financed with outside capital; the operators are making headway slowly.

Car loadings for the week ending February 2 showed an increase of 5,886 over those for the same week last year. The greater part of this is credited to the West, which reported an increase of 3,519 cars. There was also a substantial increase over the loadings for the preceding week. The increases extend to grain, lumber, live stock, forest products generally and to general merchandise. From September 1 to January 25, Vancouver had received 19,010,000 bushels of grain, an increase of 9,041,000 over that for the same period a year ago.

Inflation is Feared

A note of caution is being sounded in the United States, in regard to a renewal of inflation on the basis of the tremendous stocks of gold in the country—a condition which means easy credit. Any development of this kind would, of course, be immediately reflected on prices in this country. Evidence of this inflation in a mild way is already noted in the stock market situation by Hayden, Stone & Co., who regard the probability of its spread to commodity prices as a serious question; the rather sharp advance in prices in recent weeks is pointed to as evidence that influences for inflation are at work.

Lake of the Woods Milling Co., Winnipeg, are having plans prepared for the erection of a grain elevator at Keewatin, Ont.

Three Banks to Merge Is the Latest Rumor

From Our Own Correspondent.

MONTREAL.—There are well defined rumors of another bank merger in which the names of three of the strong, moderate-sized banks are mentioned. It is realized that the small group of the largest banks are competing very keenly for business and that with their great organizations and facilities, the others have to face certain difficulties. Such a merger as that now being discussed would put another bank in the group of bigger institutions.

There is considerable speculation as to how the Government would view such a merger in the present circumstances.

HARD TO GET BIG MEN FOR CABINET

Little Likelihood That a Portfolio Would Appeal to James Stewart

From Our Own Correspondent.

OTTAWA.—The report that James Stewart, the well-known Winnipeg grain man, may be induced to enter the Cabinet, if Mr. Fielding retires, is not taken very seriously by those who know him. This is especially true of that part of the report to the effect that if he accepts he may become minister of public works.

He is one of the recognized grain kings of the West, and one of the greatest successes in Canadian business during the last 10 years. It is not thought that with his many business interests he can find time to come to Ottawa. He has not been known to have special fondness for politics, and it is understood that he is not very keen even about being a member of the Canadian National Railways Board.

It is becoming harder to get big men for the Cabinet. The fortunes of politicians are very uncertain these days and those happily placed in business are not disposed to throw up a good thing for a kind of gambler's chance.

FIGHT TO DRIVE REDS OUT OF B.C.

I.W.W. Seems to Have Plenty of Outside Funds to Spend in Lumber Strike

Special Correspondence.

NELSON.—The progress of the strike in the British Columbia lumber camps confirms what has been said in THE FINANCIAL POST about the activities of the I. W. W.

Fred Jackson, charged with being improperly in Canada, according to the Immigration Act, is under arrest, and the records of nine other alleged I. W. W. agitators are being investigated, as a result of an unofficial visit of Arnold F. George, head of the Calgary branch of the Immigration Department, to Cranbrook last week.

Mr. George learned that 600 men are being fed at Cranbrook by the leaders of the strikers, the funds coming from the United States, according to information received by the immigration officer. Three hundred men are being fed at Nelson, which makes a total of 900 men who are being fed by the I. W. W. organization across the line.

The operators are firm in their determination that no recognition will be given the I. W. W. It is a fight to drive the disrupting "Red" element from the district.

CANNOT YET USE NEW YORK ROUTE

Vancouver Hot at Delay Because of Red-tape Methods at Ottawa

Special Correspondence.

VANCOUVER.—The Board of Trade has been told by Hon. Jacques Bureau that no customs officer can be appointed at New York until the matter has been further considered by the government. "And so, we seem to be back about where we started," says the Vancouver Province, which continues:

If anything grinds more slowly than the red-taped mills of the Canadian Customs department, it would be difficult to imagine it. It is twelve years since the Panama Canal opened, turning half the trade routes of the world into new courses. But the customs department, with its telescope held steadily to its blind eye, refuses to see that there has been a transformation.

After twelve years, we are asked to wait while there is more consideration. One wonders for whom? There is no consideration, seemingly, for the consumer in British Columbia and Alberta, none for the manufacturer in Eastern Canada, none for the trade of the Dominion generally, none for the Confederation agreement and the constitution of the country, none even for the plain logic of the situation. The excuse is worn threadbare. Ottawa should find another.

PROVINCIAL PAPER

While Provincial Paper common was declining 2 points to 85 this week the preferred moved up 2 points to 96. A block of 200 common thrown on the market caused the weakness in that issue. The preferred buying totalled 5 shares.

MINING AND OIL BOOMS BRING IN FLOOD OF BROKERS

New Houses Are Springing Up Offering Marginal Trading

Warnings are being sent out from Calgary to beware of wildcatters in case an Alberta oil boom develops. There are signs that one is pending.

Similar warnings could be well sent out in regard to wildcatters when the mining boom which seems pending, breaks in Ontario. Already there are springing up a number of new brokerage houses in Toronto. These are bombarding the country with literature seeking clients.

Enquiries as to the standing of several of these firms are reaching THE FINANCIAL POST. The very nature of the business which they offer to transact, should warn people against trading with them.

Marginal trading and partial payment plan, are the tempting offers put forth.

THE FINANCIAL POST has continuously advised against trading on margin with the most solid and reliable houses in any stocks. It is even more dangerous to trade in mining stocks on margin because of the wide and rapid fluctuations of these issues.

The partial payment plan has not much more to recommend it. The purchaser does not come into possession of any security for his money until his final payment is made. Many of the houses springing up are nothing more or less than birds of passage, riding the popular booms, no matter where they happen to start. They come from the big American cities and have no stake in the country.

There is another phase of their campaign. Their literature comes out with definite assertions in regard to the trend of the market on certain mining stocks. This is something that anyone with any stake in the country, any person who would continue to do business in peace, would hesitate to do. Heads of some of these firms, boldly telling as they are, what the mines are going to do, know absolutely nothing about the mines; they never saw them and never will.

For instance here is an example of some of the advice:

"These shares look ripe for a sharp advance."

"This stock is recommended as a fine buy."

"Will move up ten points almost immediately."

"Is selling away below its true value."

"We are optimistic about this stock."

Some of these assertions are foolish to anyone in touch with the mines. For instance, some of the above assertions are about worked out Cobalt properties, and which companies have so far failed to expand.

Bow Island Will Pay Debenture Arrears in Full

CALGARY.—The extent to which one successful crop has improved conditions in some parts of Western Canada is indicated by the fact that a modification of the arrangement between the town of Bow Island and the debenture holders is being sought and will undoubtedly be granted in view of the proposal to pay up all arrears in full.

As regards the obligations of the school district, deferred until 1925, it is proposed to make a substantial payment right away.

Civil Service Needs Re-organizing

"The C. S. has men who work as hard as any others—and are very badly paid," writes a civil servant from Ottawa, who declares that "as usual the poor C. S. gets it in the neck" when it comes to curtailing expenditures at Ottawa. Continuing, this correspondent complains that "there is no career for any one with brains; it offers nothing but a temporary job; it offers no prospects to technical men; it is not like a commercial firm—hence many slackers; and why work when you get no thanks, only a poor salary, and have no future to look forward to?"

We would like to cordially agree with everything this civil servant has written. We agree that there are many capable, efficient, hard-working government servants who are not getting the rewards they deserve. But what stronger arraignment of the whole service could be offered than this graphic description of the depressing absence of incentive or reward for those who would render efficient service?

Experience teaches us not to hope for real efficiency in government service but surely something could be done to improve such conditions as this civil servant has described. A proper re-organization should entail higher rather than lower salaries to those who earn them but it should entail also recognition of application and ability and the cutting out of the dead wood with which the service is now so badly cluttered.

Public Must Demand Less if Governments are to Spend Less

People Should do More for Themselves—High Taxes are the Result of Great Variety of Demands on the Public Purse—"Lower Taxation, Better Times," Slogan of the National Campaign

From Our Own Correspondent.

REGINA.—"Lower Taxation, Better Times," is the slogan adopted at an all-day conference in this city by representatives of boards of trade from ten cities in the three prairie provinces, when a Dominion-wide campaign, aiming at reduction of taxation, was launched. The campaign is to open officially on February 14, continues until February 29, culminating in a "National Economy Week," scheduled to begin February 25.

Governments were not blamed for the present high taxation, but the extravagant demands of the people were said to be responsible, and until the people were willing to do more for themselves and ask less from governments, reduction of taxation in any large measure was said to be out of the question. Three main objectives were outlined as follows:

1. "A national economy campaign to increase the economic advantages Canada now has by the reduction of taxation, such campaign to be conducted commencing February 15 and to continue until February 29, the keynote being 'lower taxation and better times.'

2. "A provincial campaign to be initiated by the boards of trade in each province, and to embrace all organizations, both urban and rural.

3. "A Dominion campaign, to be handled by representatives of all provinces, and to be the immediate objective of the provincial campaign."

Thus, the seed sown by THE FINANCIAL POST, the "word spoken in good season," has fallen upon fruitful ground, although the campaign was put into tangible form by a committee, composed of Travers Sweatman, and A. E. Parker, of Winnipeg, with J. F. Kogour, of Brandon. The resolution which the committee drafted out and submitted to the gathering was as follows:

"Whereas the economic advantages that Canada now has are gravely impaired by the heavy burden of taxation, direct and indirect, and as a result:

1—"The cost of living has become burdensome, more especially by means of the huge amount of taxation which is passed on, pyramided, hidden and yet finally paid by the ultimate consumer.

2—"Capital needed for the agricultural and industrial development of the Dominion is either consumed by taxation, driven into unproductive channels, such as tax-exempt bonds, or is drawn to other countries where less onerous taxation conditions obtain.

3—"Our population is unfavorably affected as regards both immigration and emigration.

"Realizing that government are really the people and representatives of the people, and have spent money in the past owing to the extravagant demands of the people, these expenditures, with the municipality of public services, being the cause of our present undue burden of taxation.

"And further realizing that all taxing bodies will, if supported by public opinion, eliminate all public expenditure not absolutely necesary.

"Therefore be it resolved that the Canadian people be urged to unite in a concentrated Dominion-wide movement to require all governments, opposition groups and taxing bodies to cooperate in the necesary curtailment of public expenditures, and thus make it possible for the Canadian people to avail themselves of their unrivalled economic opportunities in competition with the rest of the world."

CANADA HAS 16 MINISTERS AND UNITED STATES 9

Cabinet Services Five Times Higher Per Capita

From Our Own Correspondent.

OTTAWA.—Statistics show that for federal law-making and federal cabinet services Canada pays over five times per capita what the United States does. Canada pays approximately 17 cents per capita against 3½ cents by the United States.

The merging of departments would be one way to save money. This would reduce the number of ministers, and the number of officials would naturally follow. Canada's cabinet costs, according to the best available figures here, over twice as much for salaries as does that of the United States. This country of 9,000,000 has 16 cabinet ministers with portfolios, who are drawing salaries, while in the United States cabinet there are nine members with portfolios, who are drawing salaries as ministers.

As the president ranks with our governor-general, he is for purposes of calculation left out of account; for, though he does get $25,000 a year more than does the governor-general, it could not be included as a fair charge for cabinet services.

Over here 15 cabinet ministers get $10,000 a year as such, and $4,000 as sessional indemnity, or $210,000. In addition, the prime minister gets $15,000 and sessional indemnity, or a total of $229,000. In the United States a cabinet minister gets $12,000 a year, and, as he is not a member of Congress, he gets no indemnity. That is to say, the nine cabinet ministers with portfolios, leaving out the president, get $108,000, against Canada's $229,000. At one-half the cost they look after the affairs of 12 times as many people.

Royal Bank Will Have Montreal's First 'Scraper

From Our Own Correspondent.

MONTREAL.—The Royal Bank of Canada, which has in its Toronto office building the tallest structure in the British Empire, seems likely to have as its head office the tallest building in Montreal. Plans are well advanced for the construction of a fourteen-story office building here, which would be owned by interests friendly to the bank, and which would house the bank's head office activities. The building would be located at St. James and St. Peter streets, in the heart of the financial district.

A special by-law is now being nursed through the city council that will reverse Montreal's former aversion to anything higher than a ten-story building. The by-law is along the lines of New York's new building code, which allows sky-scrapers to be built providing the upper stories are set back, terrace-fashion, so as not to obstruct the passage of light to the street below, and adjoining building.

League for I.D. Financed by Soviet

THE POST has received a six and a quarter page letter from Prof. Harry W. Laidler, director of the League for Industrial Democracy. It is devoted mainly to a eulogy of the professors, ministers and other misguided persons carrying on the work of the League, and a detailed explanation of their objects and methods. He explains their object is not political but to carry on educational work in the colleges and schools for the training of the students for the new social order based on production for use and not for profit, so that students may be able to function after their college days are over. He does not explain that this is the Soviet policy, nor does he explain why his agents go behind the presidents and governing bodies of our colleges and not only introduce a new course of study but do it secretly and through the Students Christian Association.

The main point in his letter is a positive denial of the statements made by THE POST that the League is merely one of the many subsidiaries under which the Soviet is operating in this country, and he says that not one of the League's executive committee is directly or indirectly connected with the Soviet. As a matter of fact, there is now seldom any formal connection. However, to save time and space, THE POST will not dispute this point at the moment, though it is a coincidence that several members of the League's council bear exactly the same names as well-known leaders of the Soviet on this continent.

But the most important evidence of the community of interest between the Soviet and all these various branches is in their financing. It is estimated that $4,000,000 to $6,000,000 is expended in printing propaganda literature. A great deal of money collected for alleged charitable purposes is really devoted to propaganda. It was recently shown that the $20,000 sent by U. S. sympathizers for the relief of miners' families out of work in Nova Scotia was used by Soviet agents at Sydney for printing disloyal literature for the purpose of stirring up trouble in Canada.

Soviet agents got hold of a rich young eccentric—or "nut" as he was called by fellow students at Harvard—one Charles Garland. They prevailed upon him to sign over to them his inheritance of $1,000,000 to be used for revolutionary propaganda. The innumerable stories that have been printed about his life on his farm with his "soul mates" and "mental mates" introduced to him by Soviet agents—after he had left his wife and children—are evidence of his type—the type of misfits so often misled by these agitators. Mr. Gompers has shown that the small committee handling this "Garland" fund represent the Soviet and have more than fifty Bolshevist groups in the U. S. and Canada which they are directing and financing. One of these, according to articles that have appeared recently in the U. S. newspapers, is this same "League for Industrial Democracy." Last year they gave over $216,000 of the Garland money for this purpose.

Further details would seem unnecessary, but the taxpayers of Ontario, the parents and the ninety-nine per cent. sound students will naturally ask whether the courses of study in the University of Toronto are to be prescribed by the citizens of the province or by a league which is financed by Moscow's representatives.

MINE SITUATION IN NOVA SCOTIA GRAVELY SERIOUS

Montreal Agreement is Far From Bringing Peace

MAY BE OPEN BREAK

Men Refuse to go Back to Work and if Lewis Should Cancel Union's Charter Industrial Chaos Would Follow

From Our Own Correspondent.

SYDNEY. — Instead of bringing peace to a distracted district, the Montreal agreement between Silby Barrett and Roy Wolvin seems now about to plunge the Nova Scotia coal fields into unprecedented industrial chaos.

Indeed, so serious is the outlook at this moment that before this despatch appears, steps may have been taken which will spell the doom of the U. M.W. organization in this province.

At the very least it now looks as though the new agreement would be overwhelmingly defeated at the referendum polls next week, which can only mean a further period of bickering, idleness and business stagnation until a new contract is negotiated or other conditions bring about a resumption of work.

Men Disobey Orders

The U. M. W. officers, district and international, ordered their men back into the pits on Wednesday morning, but on Tuesday night the local unions held meetings at which the new contract was roundly denounced and in most instances a decision reached not to return to work until more definite information about the terms of the settlement is given by the U. M. W. executive.

The causes of dissatisfaction, in a nutshell, are two:

(1) The low rate of wage increase granted and

(2) The short-term contract.

With reference to the first grievance, it may be said that the miners had developed extravagant hopes on account of the unusual newspaper support which was afforded their cause during the recent dispute. True, it has been charged that this support was inspired by political motives, but none the less it heartened the men, who were told daily that public sentiment was with them.

Naturally, under such favorable conditions they expected their executive officers to bring home the bacon in the shape of practically the 1921 peak rates. The lowest that was anticipated was about ten per cent. above the 1923 scale.

With regard to the second grievance, length of contract, the miners had hoped to make a substantial increase the basis of a three-year settle-

(Continued on page 19)

Converters Will Earn About 9 p.c. This Year

From Our Own Correspondent.

MONTREAL.—Canadian Converters has been able to increase its business by about $250,000 this year, which represents an increase of about 5 per cent. over previous year's business. This has been accomplished in the face of trade conditions that have not been particularly satisfactory.

Converters' year ends April 30 next and indications are that the dividend of 7 per cent. will be earned with about 2 per cent. to spare.

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UNION BANK OF CANADA

Dividend No. 148

NOTICE IS HEREBY GIVEN that a dividend at the rate of 8% per annum upon the Paid-up Capital Stock of the Union Bank of Canada has been declared for the current quarter, and that the same will be payable at its Banking House in the City of Winnipeg, and also at its branches, on and after Saturday, the 1st day of March, 1924, to shareholders of record at the close of business on the 14th day of February next.

The Transfer Books will be closed from the 15th to the 29th day of February, both days inclusive.

By order of the Board.

J. W. HAMILTON, General Manager.

Winnipeg, January 18th, 1924.

The Bank of Nova Scotia

Established 1832

Capital	$ 10,000,000
Reserve Fund	19,500,000
Total Assets	230,000,000

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J. A. McLEOD, General Manager.

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BIG ORDERS FROM JAPAN TO REBUILD CITIES YET TO COME

Only Temporary Construction Has Been Allowed in Stricken Centres

PLANS INCOMPLETE

Presents Big Opportunity for Canadian Houses—Tariff Barrier Down, Market Inexhaustible

The Orient and especially Japan holds great promise as a market for Canadian products. This is especially true of lumber and building materials, due to the demands following the recent disastrous earthquake. A $300,000,000 Japanese international loan is being floated this week. Reports are that Canadians will provide $20,000,000 of this stipulating that the funds be spent in purchasing supplies in the Dominion.

It is understood that already British Columbia and Eastern lumber and building supply interests have been approached in regard shipments to Japan.

Many firms will find it rather difficult to pick up connections with old Yokohama trade because of the disruption caused by the earthquake. Most of foreign houses moved to Kobe while many Japanese houses located at Tokio. A. E. Bryan, Canadian Trade Commissioner, who came through the quake untouched but lost all his valuable records, has opened his office at Kobe but expressed the opinion that Tokio will be the chief city of importance from an importer's standpoint, as most of the head offices of the principal Japanese firms are located there. Mr. Bryan says:

On account of these changes it will no doubt be difficult in many instances for concerns in Canada to locate former customers and ascertain their present whereabouts and whether or not they are still in business. This was one of the greatest problems after the office was first opened in Kobe, and there are some firms that it has not been possible up to the present to locate. If there are any Canadian firms desirous of knowing the location or new address of any firm, this information will be gladly supplied by the Kobe office, if those concerned will supply it with the old address and any other particulars they have in hand.

The big orders from Japan for construction are yet to come. A government bureau is laying out plans for the reconstruction of the new cities. In the meantime only temporary construction is allowed. The new plans will be ready about April or May and then the big orders for permanent construction will be placed. In the meantime, the Japanese Government has removed the import duties on necessities and this gives Canadian firms an excellent opportunity to introduce their wares in that country.

Capt. W. Pyne James, a representative of a large house at Kobe, says Canadian goods can be marketed in Japan as fast as they can be delivered. There is an inexhaustible market. Merchandise of all kinds is needed. With direct transportation from Vancouver, he sees a wonderful opportunity for Canadian houses to develop their trade.

The Canadian trade commissioner has a few figures in regard to how the reconstruction funds are to be expended in Tokio and Yokohama. The total estimate to date is 705 million yen. The following is the estimate for the two cities:

Tokyo:—	yen
Roads	406,400,000
Canals	28,570,000
Parks	11,900,000
Harbour construction	32,750,000
Division and adjustment of land	8,750,000

The expenditure on roads includes yen 250,000,000 for the purchase of land, yen 456,000,000 for building bridges, and yen 100,000,000 for new and wider roads.

Yokohama:—	yen
Roads	42,300,000
Canals	5,510,000
Parks	1,999,000
Divison and adjustment of land	2,561,000

German Goods Getting Preference as British

Woollen Manufacturers' Bulletin.

Evidence has been submitted by the Textile Workers' Union in Australia that hosiery and underwear and all types of knitted goods are imported into Great Britain wholesale from Germany and are placed on the market there as British goods, and they allege that similar German goods are being shipped into Australia from Great Britain under the British preference as British goods. They ask for protection against this commercial dumping.

The official secretary of Australia House, London, is investigating the sending of woollen goods partially manufactured in Great Britain to France for dyeing and finishing, and has pointed out that under the provisions of the Australian Customs Act such goods cannot in accordance with the law be shipped into Australia under the British preferential duties. The clause in the Australian regulations reads:

"In the case of goods which have at some stage entered into the commerce of or undergone a process of manufacture in a foreign country, only that labor and material which is expended on or added to the goods after their return to the United Kingdom shall be regarded as the produce or manufacture of the United Kingdom in calculating the proportion of United Kingdom labor and material in the factory or works cost of the finished article."

And he points out that if woollen goods are sent to the Continent for dyeing and finishing they cannot derive anything like 25 per cent. of their value from British labor after their return to Great Britain.

This apparently is news to many in the trade in Great Britain and has excited some apprehension, for they have investigated and found that the customs regulations of New Zealand, South Africa and the Bahamas are the same as for Australia. But on consulting the secretary to the High Commission for Canada, London, they have decided that there is no protective provision in the Canadian Customs laws analagous to the paragraph quoted.

CANADA MAKES BIG FLOUR SALES IN ASIA

China and Japan are Rapidly Growing Markets for Our Foodstuffs

From Our Own Correspondent.

MONTREAL.—Japan and China are becoming large consumers of wheat and flour, and Canada is getting a good share of the business in these commodities. Pre-war exports of Canadian wheat to Asia averaged 154,000 bushels, but last year's exports were 2,610,000 bushels. Pre-war exports of Canadian flour to Asia averaged 83,000 barrels, but last year reached 758,000 barrels.

Comparative figures of a more extended nature are given here:

Comparison of Yearly Exports of Wheat Grain to Asia
(Thousands of bushels)

Countries of Source	Pre-war average	1921-2	1922-3
United States*	2,356	14,956	6,579
Canada†	154	2,426	2,610
Australia*	387	22,791	3,712
India†	295	300	69
Total	3,192	40,473	12,970

*Fiscal years ended June 30.
†Fiscal years ended March 31.

Comparison of Exports of Flour From the United States and Canada to Asia.
(Thousands of barrels)

Countries	Pre-war average	1922*	1923*
From United States to—			
China	263	832	2,575
Hongkong	1,153	1,290	1,536
Japan	612	346	258
Philippines	278	417	504
Other Asia	18	125	81
Total	2,324	3,010	4,954
From Canada to—			
China	9	109	384
Hongkong	51	112	206
Japan	13	99	160
Philippines	..	..	7
Other Asia	..	..	1
Total	83	320	758
Grand Total	2,407	3,330	5,712

*Calender year.

The preceding table indicates that the United States is now exporting a much less quantity of flour to Japan than previous to the war. On the other hand, Canada has increased her exports to Japan from an average of 13,000 barrels pre-war to over 160,000 barrels during 1923.

CANADIAN EXPORTS OF TIRES GAINING

Preferential Tariffs Put Canada In Front of U.S.A. in This Respect

Two leading American tire manufacturing companies have extended their operations to Canadian branch factories during the year. Canadian tire exports have gained at the expense of the United States, preferential rates in the British Empire making it more economical for American tire companies to supply certain export markets from their Canadian branch factories. The necessity of maintaining regular production in the Canadian plant has also influenced American manufacturers in making export shipments from Canada.

The outstanding developments in the tire trade of the United States and Canada during 1923 were the discontinuance of retail tire price lists and the introduction of balloon tires. The balloon tire, although practically unknown to most autoists, is now offered as original equipment by several automobile manufacturers, but at a slightly increased price for the car. The balloon tire is as yet too new to have become an important factor in export trade. The discontinuance of retail price lists has placed more responsibility on retail dealers, and in Canada, where list prices were followed quite closely, the retail dealers now have varying prices, resulting in somewhat disturbed conditions in the trade.

New Zealand Wants Electrical Appliances

AUCKLAND.—At the present time competition in the electrical field is very keen. New Zealand has been and still is spending large sums in the development of hydro-electric power and these developments are known throughout the electrical world. As a result the manufacturers of all classes of electrical goods have their products on this market. Canadian commodities are being sold here, and this should continue provided that the goods are competitive in price and quality with those from other countries.

The people of New Zealand are very sympathetic to trading within the Empire, and other things being equal they will always buy British-made goods. Furthermore, electrical materials made within the British Empire are subject to the British Preferential Tariff when entering this Dominion, and this entitles many of them to a preference of 10 per cent. ad valorem. It is thus obvious that any Canadian firms manufacturing electrical appliances, which are not already shipping to New Zealand, should make an effort in that direction, says Assistant Canadian Trade Commissioner Croft.

JAPAN MARKET LOOKS GOOD TO B.C. LUMBERMEN

Should be the Most Important Foreign Buyer of Year

From Our Own Correspondent.

VICTORIA.—All indications point to 1924 being another good year for British Columbia's lumber industry. Last year saw the revival of an active market for all that could be produced, the Atlantic seaboard and Japan being the principal purchasers. This year starts out with Japan as probably the most important buyer, with the Middle Western states displaying an encouraging demand for certain grades.

Japan is reported to be overbought, so far as facilities for handling are concerned. Japan could probably consume a much greater volume of lumber than is being sent across the Pacific at present, but, as a result of the heavy emergency sales since the earthquake, there has been an acute congestion at receiving points, and, as a result, few orders have been placed in British Columbia during the last few weeks. As soon as the present situation is cleared up, however, it is expected that the Japan market will open up in a big way. There is a tremendous amount of reconstruction to be done there, and, regardless of the type of construction that is to be eventually authorized by the Tokio government, British Columbia lumber seems destined to play an important part in the rebuilding. It is understood that the present building going on in Tokio and Yokohama is of a temporary nature, which, in itself, means that tremendous quantities of lumber will be used. British Columbia sawmill interests have had the enjoyable experience of a big buying movement in Japan, and they know how important such an event is to the industry in the coast province. Japan was virtually the salvation of the industry two years ago when all markets but Japan were depressed. British Columbians are determined to get their full share of Japan's business in future.

The United Kingdom has been a very timid customer of British Columbia in respect of lumber during the past year, but it is expected that conditions will improve this year. The provincial government has arranged for a very comprehensive exhibit of lumber at the British Empire Exhibition at Wembly, and it is hoped to follow up this demonstration with an intensive campaign to interest Old Country people in the merits of British Columbia's forest products. The British government placed orders for lumber to be used in dockyard construction recently, but these were relatively unimportant.

Rail Trade Slack

Rail trade is at present slack, although there is an abundant supply of rolling stock. The Canadian prairies have been slow to respond, but that is more or less to be expected at this season of the year. As soon as the snow is off the ground retailers are expected to load up with B. C. lumber. Meantime, the middle western states are showing a healthy interest in British Columbia lumber and heavy shipments have been made. California is also buying.

Australia is regarded as one of the best bets for the present year. Owing to transportation difficulties nothing much is expected of South Africa for the time being, and the same applies to South America. Much is expected of China as soon as her present political troubles are cleared up.

TARIFF RULINGS

Canadian and Foreign Decisions of Interest to Exporters and Importers

Ottawa.—Special duty or dumping duty shall without exemption allowance apply to caustic soda and liquid chlorine.

Mexico.—Invoices for goods shipped from Canada to Mexico are required to be certified by the Mexican consul. Export entries for such shipments should therefore contain a statement to the effect that invoices certified by the Mexicon consul have been forwarded to the consignee.

Esthonia.—By recent revisions of the Esthonian export tariff made in accordance with a recent government regulation effective November 20, the following consular commodities, formerly paying export duties of from 50 to 600 Esthonian marks for food, are now free of export duty: Cereals and grains of all kinds; rice, hulled and not hulled; peas and beans; farina, meal, and groats; legumes. Fruits and dried berries of all sorts, such as prunes, figs, dates, plums, dried raisins, etc., not sugared except dried plums and prunes.

British Guiana.—All motor cars and repair parts manufactured in the United Kingdom are admitted into British Guiana free of import duty under the customs ordinance of 1924, effective January 1. This exemption is not extended to cars manufactured in Canada, on which an import duty of 16 2-3 per cent. ad valorem is still levied.

Italy.—The temporary reductions in the Italian duty on flours have been continued through June 30, 1924. The Italian marking law is to be enforced on July 1, 1924, and that, from that date onward, only containers indelibly marked in conformance with the marking law (marked in such a way that the lettering cannot be substituted or obliterated) will be permitted to enter Italy.

Argentina.—Imprt duties in Argentina on automobiles will be collected on the factory price plus freight and insurance, converted at current rate of exchange, beginning February 2, 1924, by an order of the Collector of Customs. At the present time duties are collected on the published list price at normal rate of exchange. The new basis is in accordance with a strict interpretation of the law. The rate of duty remains 25 per cent. ad valorem.

Haiti.—Effective January 1, 1924, all automobiles imported into Haiti, ev[en] though accompanied by the owner, mu[st] be duly manifested and have the r[e]quired consular invoices and bills [of] lading (six copies, each, of consular in[voices] and bills of lading.)

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B. C. Government Asks For Ruling of Pulpwood Commission

TAKING MEN TOO

Argument Advanced that Canadians Going to States to Work on Canadian Logs in American Mills

From Our Own Correspondent.

VICTORIA.—What will the pulpwood commission do with the proposal to prohibit exports of unmanufactured British Columbia lumber?

This question is agitating lumbermen and politicians alike, since the provincial legislature, at its last session, adopted a resolution putting the question before the pulpwood commission.

Whether or not the pulpwood commission will go out of its way to accommodate the legislature, however, is another question. So far there has been no official intimation of whether the commission will add this matter to its already long list of undertakings. The commission may take the stand that it already has enough business on its hands in inquiring into the pulpwood embargo situation without concerning itself with the disposal of British Columbia's unmanufactured lumber.

By passing the question along to the commission rather than taking action of its own, the government may have merely chosen this course as a convenient way of avoiding a rather delicate task—one which is sure to stir up friction no matter what is done. There were several resolutions before the legislature, most of them pleading for arbitrary prohibition of exports of unmanufactured lumber. It was the government itself, through Hon. T. D. Pattullo, Minister of Lands, that brought down the measure to place the responsibility on the shoulders of the pulpwood commission.

Taking Men Too

It was argued by opposition members in the legislature and a few government members that the forests of the province were being denuded at the expense of this country; that timber in the raw state was being shipped across the boundary and turned into the finished product in American mills, and that these mills were not only making use of British Columbia logs, but were also attracting the province's manpower.

The government, on the other hand, contended that the export of unmanufactured lumber was comparatively insignificant when compared to the province's total output, and that most of the lumber so exported was from Crown lands over which the province had no control, or from forests of a species for which there was no immediate demand in Canada.

A middle ground between the two arguments would probably represent the true situation. What has caused a good deal of lament regarding Britnish Columbia losing its forest wealth are the operations of the Massett Timber Company, which is sending regular shipments of unmanufactured lumber direct to Los Angeles for manufacture of furniture in huge quantity. This lumber is being taken from the Queen Charlotte Islands.

Then there have been several large sales of choice timber to American interests recently. The gradual reduction of the forests of the southern states, and the increasing difficulty in securing accessible stands of timber in Washington and Oregon, have led to heavy investments of American capital in British Columbia forest land. Apart from the economic factor, many organizations in the province have started a general campaign against the despoliation of timber tracts along the scenic highways near cities. In several cases it is known that American companies have been taking out timber in these particular areas, and this fact has served to develop the popular clamor against American participation in the lumber industry.

Fishing Industry Against Increase in Express Rates

From Our Own Correspondent.

ST. JOHN.—At an open meeting held in St. John by the Railway Commission, and with F. B. Carvell, chairman of the commission, presiding, numerous business men and manufacturers of the Maritime provinces protested vigorously against the projected increases in express rates.

Some of the speakers inclined to the belief that the increases would greatly impair the trade of Maritime provinces manufacturers and business men, and contended that a reduction in express rates should be in order, instead of increase. Protests by the thousand have been registered against the proposed increases. All of the commercial bodies have aligned strongly against the boost. It was pointed out by one business man that if the express rates are increased it will be practically a death blow to some of the manufacturers and wholesalers, who ship much of their products by express. It will work havoc with the fishing industry particularly, as the fish must be shipped speedily.

IMMIGRANTS FOR THE PRAIRIES

WINNIPEG—Immigrants arriving in Western Canada through ports between Port Arthur and Kingsgate, B.C., during the year 1923 totalled 8,702, as compared with 9,595 in 1922, according to figures issued by the immigration office here. The bulk of these settlers were farmers and their families. They brought in actual wealth $2,026,654, while their effects were valued at $579,318.

Changed Sentiment Towards U. S. Railways

NEW YORK.—A change in public sentiment toward the railways seems to be taking place with increasingly wide distribution of railway securities among investors. Proposals for making the railways, by reducing rates, assume a larger measure of the losses sustained by particular classes resulting from low prices for their products are receiving less popular support than formerly, and a public opinion is beginning to form which favors constructive revisions of rates, where desirable, based on scientific principles of rate making. This changed attitude means much to the future of railroad financing and security values.

Public sentiment favoring the right of the railroads to earn profits indicates that our railway companies may secure the capital needed to provide prompt and adequate transportation at reasonable rates. Many of the lines which are financially weak are unable to do this now, and the fear that they may require reorganization affects the services rendered the sections they traverse. Yet, more and more people are realizing the part played in stabilizing business conditions by the rapid and profitable handling of a record volume of traffic last year and desire to see a continuance of that kind of efficient service which brings profits to both the carriers and the community.

How Young Swedish Girl Made a Success in Mixed Farming

Death of Father Left Her in Charge of Western Farm and Herd at Age of 17

From Our Own Correspondent.

MOOSE JAW.—A treatise on agriculture by the ablest dean of agriculture in the Dominion, or a report of a Royal Commission on the best methods of making farming pay, could not have aroused the enthusiasm and, possibly, could not have had any greater influence in the inspiration and encouragement given to those changing over from straight grain growing to diversified farming, than did the talk given at the Western Canada Dairy Convention by Miss Mary Anderson, of Vawn, a girl of twenty, who has been managing the farm and taking full charge of all operations, including the care of a dairy herd of eight cows, since the sudden death of her father when she was seventeen.

Eleven years ago, when Miss Anderson left her Swedish city home to come with her mother and father to a Saskatchewan homestead, she could not speak a word of English. On the way across she picked up two English words, "ticket," and "fish." "The stewards were always trying to get us to eat fish, because it was the cheapest food, I suppose, and conductors were always asking for 'tickets.' But I soon picked up English in the schools."

The following is an abstract of Miss Anderson's address, which aroused great enthusiasm from dairy experts drawn from all over the Dominion:

"My father did not make as much money out of grain growing as he had expected, and began to give more thought to the dairy line of farming. In the fall of 1920 a dairy meeting was held in Vawn and father went to this meeting and took me with him and we found out that there were a great many things we did not know about dairying. The speaker, Mr. C. E. Thomas, invited every one to ask questions and my father asked him if he would advise him to buy a few grade Holsteins, and Mr. Thomas strongly advised him to buy them, and father bought four grade Holstein cows. This gave us a herd of seven cows and my part of the farm work was to look after them. I had found out at the dairy meeting that the curry comb and brush did the cows just as much good as horses, although it seemed strange at first to think of using a curry comb on a cow, but ever since that time during the months when my cows are stabled they get their daily cleaning.

"We had heard a lot at the dairy meeting about the growing of sunflowers which could be made into ensilage and stored in a pit silo, so the following spring my father sowed some sunflowers with the intention of putting them into a silo, but in the fall of 1921 just as our grain crop of 130 acres was ready to cut, my father died very suddenly and I had to take hold and see that the farm work went on as usual and that all the grain was safely harvested and I sure had a lot to do and plenty to think about. I was used to helping with the work, but not to manage things. But no matter how busy I was I felt that I could not afford to neglect the cows. Unfortunately the crop of sunflowers had to be sacrificed. I had no time to dig a silo even if I had known how, so I turned the ranch cattle into the field and they ate them up clean.

"During the winters of 1921 and 1922 I spent a great deal of time taking care of my eight cows, for a new heifer had come in. The grain crops for the two years were very poor but my eight cows brough me, roughly figured, about $50 a month.

"In November, 1922, there were some more dairy meetings in our district and I learned something about balanced rations and what proportions of grain to feed. A ration that can be grown on practically every farm is one composed of oats, barley, flax and sunflower ensilage.

"I have explained before how our first crop of sunflowers was turned over to the ranch cattle. Last spring I sowed about five acres to sunflowers and had a real good crop which I had cut up with an ensilage cutter and put into a trench silo. I started to feed this ensilage about the middle of December, but my cows liked their grain rations so well they were a little slow in taking to the sunflower ensilage. However, they are eating it a little better now, and I can see the difference in the milk flow.

"Watering milch cows in the winter months is very important. In fine weather I let my cows out for a drink, but if it is cold or stormy weather I never turn them out at all, but water them in the stable three times a day. Milch cows being in the barn so much can't stand cold. Sometimes there isn't enough water in our well to do them and I haul water from the lake which is about a mile away. Three times a day they get all they can drink and while some of my friends laugh when they see me trying to coax them to drink a little more, I know the difference it makes with the cream cheque.

"I learned about testing for butter fat at a demonstration given at a dairy meeting in our district in November, 1922, and joined the cow testing centre formed at Vawn. I was certainly well pleased when I was told that two of my cows were in the honor roll the first month I was testing them. Needless to say I keep up the testing, for this is the only way to find out which cows are paying and which cows are boarding. I can also see what a difference in production is caused by good feed, plenty of water and general good care. Each year I learn something new about feeding. One cannot make too close a study of a dairy herd and every cow in the herd.

"In 1923 from January 1st to December 31st, my herd of eight cows brought me $701.35 in cash. They averaged over 300 pounds of butterfat apiece. I was well satisfied with the year's returns. This winter they are starting in very well except that I had the bad luck to lose one of my best cows last month. For the month of January they have brought me in cream cheques $130.03 and that, with only seven cows, is doing pretty well for a girl."

STATES GETS FLOUR TRADE OF ORIENT

Big Shipments Being Made to China—Good Business Also in Japan

From Our Own Correspondent.

OTTAWA.—Canada, during 1923, increased her exports of wheat by 33,500,000 bushels over that for 1922; while the United States reports a decrease of 66,000,000 bushels in exports as compared with those for the preceding year. In 1923, Canada exported 242,814,000 bushels, as against 209,339,000 in 1922. The United States exported 98,524,000 bushels, as against 164,961,000 in 1922.

In the case of Great Britain, the United States exports last year fell off to the extent of 21,400,000 bushels, and in the case oif Italy there was a drop from 29,000,000 bushels in 1922 to 15,817,000 last year. To both of these countries Canada shipped much more wheat last year than she did in 1922.

Strange to say, the United States exported 1,285,000 barrels more of wheat flour last year than in 1922, or 16,309,000, as compared witht 15,024,000 in 1922. There was a falling off in exports to European countries generally, but this was more than offset by an increase of 300 per cent. in exports to China, which jumped from 832,897 barrels in 1922 to 2,574,000 barrels last year.

There is no doubt that the United States is paying a very great deal of attention to the trade of both China and Japan, and is meeting with much success. The placing of a loan for probably $150,000,000 in New York will also be of great assistance in strengthening the Republic's trade position in Japan.

TO CUT NUMBER OF LEGISLATORS

Proposal to Reduce Membership of Saskatchewan House From 63 to 50

From Our Own Correspondent.

REGINA.—Significant evidence of the widespread desire for economy in public administration and the lowering of taxation was the notice of motion by D. McNiven of Regina, a supporter of the government for reducing the number of seats in the provincial legislature from 63 to 50. While grain-grower conventions, boards of trade and other bodies have been suggesting economy and have sometimes hinted that the size of the legislature might be reduced without serious loss to the people of the province, the actual introduction of such a motion in the house made cold chills run up and down the spines of more than one member of the house.

The whole trouble with public, as with private economy, is that it means someone is going to get less money from the person practising economy. If the number of members is reduced, thirteen M. L. A.'s are going to find themselves an unlucky number. If taxes could be reduced without hurting anybody, legislatures cut down without members being reduced to their private status again, the civil service purged without a lot of people finding themselves out of a job with a poor prospect of getting such comfortable berths again, the federal and provincial budgets of Canada could be balanced in no time at all—provided the public did not at the same time demand more service from the government and lower taxes.

AUTOMOBILES IN THE WEST

REGINA.—There has been a very considerable increase in the number of automobiles registered in western provinces in 1923, as compared with 1922. In British Columbia 5,000 more automobiles were licensed in 1923 than in 1922. In Alberta registrations increased 1,250; Saskatchewan comes forward with an increase of 2,500 motor cars. Manitoba will show a small increase in 1923, against an increase of 1,775 in 1922 over 1921.

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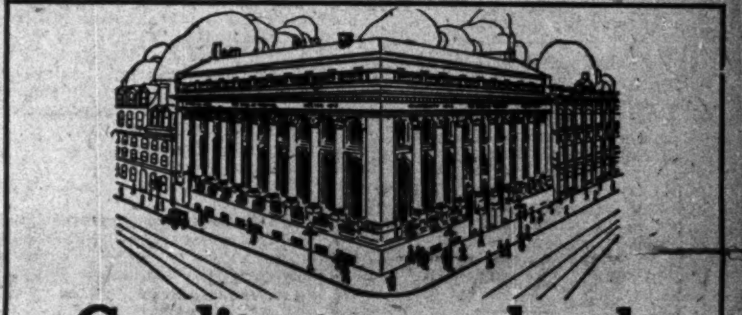

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CANADIAN EXHIBITS FOR B. E. EXHIBITION

A large proportion of Canadian exhibits have already reached London for the British Empire Exhibition, according to advices from the head office of the Department of Overseas Trade to F. W. Field, British Trade Commissioner at Toronto. Other parts of the Empire are rushing in their goods. Many of the buildings are ready.

The great Palaces of Engineering and Industry, which were handed over by the contractors last month, are now being prepared for the reception of exhibits, and the work of allotting space, marking out boundaries, and erecting partitions, is being rapidly carried out.

Not much now remains to be done in connection with the splendid Indian Pavilion. The decorators are hard at work, and the ornamental plaster work is rapidly going up. Good progress is reported also in connection with the South African, West African, Burmese, Hong Hong, and the Malayan Pavilions. The two great buildings to be occupied by Australia and Canada will be finished soon. The Ceylon Pavilion is now being roofed, and the East African Pavilion is practically completed. Important progress has been made with the Newfoundland building. In short, building operations are proceeding everywhere satisfactorily and in accordance with the scheduled time.

The Commonwealth of Australia has decided to name the seven entrances to the Australian Pavilion after the State Capitals, viz., Perth, Melbourne, Adelaide, Brisbane, Sydney, Hobart. The main entrance is to be called the Canberra Gate, after the Federal Capital.

A large proportion of the Canadian exhibits have already arrived from Canada, while from Australia more than a hundred and fifty packages have been received. Four hundred cases of ornamental carvings have now reached Wembly for the Burma Pavilion, and exhibits for display in the other Dominion and Colonial Pavilions are arriving by every mail.

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News and Views for Investors

DOMINION BRIDGE

Dominion Bridge has reacted from the recent high of 80, attained when it was reported that options were asked on blocks of the stock at 90. On light trading the stock sold down to 74½ this week.

B. C. ELECTRIC

British Columbia Electric Co., Victoria, B.C., have decided upon the expenditure this year of approximately half a million dollars. The outlays decided upon are as follows: Extensions of light and power through the city and district, $60,000; transmission line from Jordan River to Brentford Bay, $160,000; enlargement of the Jordan River dam, $120,000; and a new gas container, $150,000.

CITY DAIRY

City Dairy common jumped just a fraction less than 10 points during the week, the largest of the year. Involved were 206 shares, thus making the week the heaviest in volume as well. City Dairy common opened the year at 163 and total transactions to date have been 375. The movement had its origin in the decision to split the common stock and was helped along by the recent highly favorable annual report.

CAR AND FOUNDRY

There appear, from reports, to be good prospects of further railroad business being placed in the near future. In eastern Canada and especially the Montreal district, improvement in demand for spring shipment is noted. Mills are now working practically at capacity and fabricating shops expect to go on full time next week. Car and locomotive companies are marking time, pending announcement of the prospective needs of the Canadian National Railways.

TORONTO RAILS

Toronto Rails jumped 5½ points this week. There were many rumors abroad, the most acceptable being that it has been definitely decided that the Privy Council hearing of the appeal against the arbitration award, had been fixed for June. It was stated that the city had asked for July and that the company said if it was held over that late they would ask for a delay until the fall. Once the Privy Council appeal is out of the way, it is understood that there will be the point of interest payments on the award to be settled by the Canadian courts.

CANADA MACHINERY CORPORATION

The year of the Canada Machinery Corporation, which concluded with January, reflected the unsatisfactory conditions which have prevailed in the machinery trade. However, it may be said that the annual report, while not showing any great improvement, will be no worse than the previous year. With this company it is largely a case of waiting for an improvement in business. The chief hope in this connection lies in the direction of renewed buying by the railways. There is practically no market for the company's securities under the prevailing conditions.

OTTAWA POWER CONTRACT

Ottawa Light, Heat and Power has contracted with Ottawa River Power Company for a large amount of power, which, it is understood, will cover the Ottawa Light, Heat and Power Company's additional power requirements over its present development, or to a maximum of 25,000 h.p. The power is to be derived from the plant being installed at Calumet Falls, on the Ottawa river near Bryson, Que., by the Ottawa River Power Company. Work on this power development scheme is now being pushed forward energetically, and it is expected that the plant will be in operation around November 1 next.

INDUSTRIAL ALCOHOL

An interesting and important step in Canadian history and industry is marked by the steps now being taken by the Canadian Industrial Alcohol Company. Extensive reconstruction and expansion is being carried out following the fire suffered by the company at its Corbyville plant some time ago. When completed, the new plant will be one of the largest and most modern industrial alcohol distilling plants in America. Another feature of the new plant will be the installation of a still of the most modern design, with a capacity of 10,000 gallons a day, which will, when completed, be one of the largest units at present in use in any country.

WILLIAM A. ROGERS

The annual report of William A. Rogers now being prepared will show a very satisfactory year in 1923. The prospects are for a continuation of good business. The company is still in arrears one year on its 7 per cent. preferred stock and this will be paid up, leaving the company in position to resume common dividends next year with a continuation of satisfactory earnings. The financial obligation of the company in regard to the stock of the Canadian William A. Rogers Company, which was assumed for a ten year period from the organization of the latter in 1914, is expiring this year, and this will relieve the company from responsibility in this connection. Looking forward there are bright prospects for the shareholders.

HULL ELECTRIC

The Hull Electric Co. will go ahead this spring with its big power project in the Gatineau Valley, whereby a power plant will be erected at Paughan Falls, in the township of Low, which will have an eventual capacity of 100,000 horsepower.

The Canada Gazette this week contains the official notice that under section seven of the Navigable Waters Protection Act, the Hull Electric Company has filed descriptions with the Minister of Public Works at Ottawa, and with the Hull Registrar, of the site and plans of the dam and other works proposed to be built on the Gatineau River at Paughan Falls.

Hull Electric is controlled by the C.P.R.

CANADIAN ROGERS

While the annual report of the Canadian Wm. A. Rogers Company for 1923, which is now being prepared, will not show a much better situation than an even break as regards net profits, it will indicate a considerable improvement in the company's business as compared with recent years. Further THE FINANCIAL POST learns that the prospects for 1924 are very encouraging and, with a continuation of improved business which is confidently anticipated, a nice margin of profit should be shown.

The silverware industry in Canada suffered severely as the result of the war, and its recovery has not been so rapid as in some other lines of business. This situation has particularly affected Canadian Rogers, which was organized just before the outbreak of the war in 1914.

SOUTHERN CANADA POWER

Manufacturers from across the border in increasing numbers are coming to Canada and establishing branch plants to serve the Canadian market and British possessions. During the past few months two important industries have located in the Eastern Townships of Quebec. The manufacturing concerns of New England, the manufacturing hub of the United States, have been quick to recognize in the thickly populated, prosperous Eastern Townships a good location for their branch plants in Canada. These plants have been brought into Canada through the efforts of the Industrial Department of the Southern Canada Power Company. The company reports that negotiations now in progress indicate the successful continuation of the efforts of the company in assisting to promote the industrial growth of the Eastern Townships.

INTERNATIONAL PETE

London reports to New York are to the effect that International Petroleum, a subsidiary of Imperial Oil, has secured a monopoly on Peruvian and Ecuadorian oil fields. No statement has been issued but it is reported that U.S. interests associated with International Pete have bought up blocks of Lobitos Oilfields and its subsidiary Anglo-Ecuadorian Oilfields stock in the London market. This may mark the successful conclusion of efforts to gain control of Lobitos extending over a period of seven years. International Petroleum is the dominant factor in the oil fields of Peru. Its only important competitor there has been Lobitos Oilfields, Ltd., a British concern. The latter, however, lacked market outlets, and has been turning its production over to International under contract. Anglo-Ecuadorian Oilfields, a new company, has extensive holdings of promise in Ecuador. It has five producing wells.

BRAZILIAN TRACTION

"The recent recovery in Brazilian exchange has as usual attracted general attention to Brazilian Traction. While a considerable proportion of recent buying has presumably been for London account, the stock is very popular with a certain section of the Canadian public, who realize the great potentialities of this enterprise, which ranks in importance with the greatest public utility enterprises in the world," say McCuaig Bros. & Company, in their current review of the local market.

"Should the milreis gradually recover, which is more than possible owing to the determined efforts being made by the present administration to reach some method of stabilizing the currency of the republic, and still more to its enormous natural resources, the earning power of the company in Canadian funds might increase to an extent which now seems hardly possible.

"In fact the milreis would have to advance only to 15 cents to show 10 per cent. on the common stock. We understand that during the last two years, the floating supply, which in the past was over large, has been substantially reduced. Consequently, in any future rise, considerably less stock is still likely to be encountered than in previous upward movements."

MARKET INDICATES BETTER BUSINESS IS NOT IN SIGHT

Industrial and Basic Industry Groups Are Generally Weak

DISCOUNTED FUTURE

Trade on Par With Last Year Yet Price of Shares Has Advanced Generally

The opinion seems to have become fairly general during the week that the business outlook promises but little excuse for further advances in the stock market. Business at present is measuring up fairly well with 1923, but no one is sure that this will be maintained, let alone exceeded. Despite this, market prices to-day are generally and in many cases materially higher than they were a year ago. The steady upward movement, discounting the future, going on since last October, has removed practically all stocks from the "cheap" class. It may be that some issues in favored classes, such as oils and sugars, may move up on a general improvement in their industry, but these two classes are about the limit.

New York sees one optimistic sign for its market, i.e., the Mellon tax reduction plan. If there is a supertax limit of 25 per cent. included they see signs of capital becoming active and a possibility of a full reduction in the surtax rate, holds promise of being followed by some generous disbursements of dividends.

Caution, men on the street advise, as the best guide in future market commitments. There are signs that this element is already on the job. Hayden and Stone, Boston, are of this opinion and make the point that many others share this view by pointing out that practically all present buying is more of a speculative than investment nature. Here is how they size up the situation:

"It is just as well to remember that the rise in stocks during the last three months has already discounted a pretty generous improvement. Unless one believes that this improvement is going much further and that companies will earn even more than last year, we still believe it would be well to move with caution at this level. It appears to us that there is very little buying of stocks to-day with the idea of becoming anything like permanent owners. Nearly all the buying is with the expectation of being able to pass the stock along within a few weeks or months to someone else at higher prices. This, to be sure, constitutes a large proportion of the buying at all times, but to-day the proportion is unduly large. This process keeps along merrily while money is easy to borrow, and while someone else is willing to take stocks, but it does not constitute a healthy condition, and if carried too far cannot but produce a corresponding reaction."

In light of the above and the repeated warnings that heavy market advances were not to be expected, it is not surprising to see the market assume the aspect it has and which is reflected in the table below. It shows the Canadian markets decidedly weak. Gains numbered only 18 and few of them were of any account, being mostly fractions. Losses were just short of being double the gains while the number of unchanged stocks was about equal to those suffering losses or making gains.

The industrial group was much neglected, practically all the business being more in the nature of profit taking. The same was practically true of the other basic industries, the steel, milling and textile groups. The papers averaged up a little better as did also the banks, though it was a little surprising that on account of the market showing there was not a heavier investment buying. The traction group has stood up fairly well under the slight market pressure while the utilities were really neglected.

The figures:

Banks..	11	3	4	4
Paper	8	3	4	1
Steel..	13	3	4	6
Milling	7	1	1	5
Utilities	11	1	2	8
Tractions	10	3	4	3
Textiles	8	1	4	3
Industrial	31	3	9	19
	99	18	32	49

Talk of Turning Ritz Into Apartment House

From Our Own Correspondent.

MONTREAL.—There is reason to believe that the Ritz Carlton Hotel may change hands shortly, and that it will be bought by the Raymond Brothers, who recently took over the Windsor Hotel. The Ritz has not been particularly profitable of late, and its present owners would not be averse to selling, it is stated.

Donat and J. A. Raymond, who have made such an amazing success of the Windsor in their year and a half of control of its operations, are also owners of the Queen's. It is understood, though, that the Ritz, if taken over, would be turned into an apartment house or apartment hotel rather than continue to be operated as a public hotel. This action would have the tendency to still further improve the hotel situation in Montreal by confining ordinary traveler and tourist business to hotels such as the Mount Royal, Windsor, Place Viger, and Queen's that are well located for such business.

JOINS FINANCIAL SERVICE

Frank S. McKergow has recently joined the staff of Financial Service, Ltd. He was formerly with Dale & Co., Ltd., fire and marine underwriters for five years, and is a brother of C. M. McKergow, professor at McGill, A. A. McKergow, president, A. A. Ayer & Co., Ltd., and P. S. McKergow who are well-known to the financial community.

Talk Higher Dividend For Tuckett's Common

Discussion is heard of the possibility of an increased dividend on Tuckett Tobacco stock. While the earnings in the past have not warranted such an increase, it is understood that the greatly enlarged scope of the company's business as a result of the acquisition of the business of the Tobacco Products Corporation makes this possible. The common dividend is now 40 per cent. annually.

Tucketts is in a strong liquid position, and there has been much gossip for a few years past of the possibility of a bonus of some kind to shareholders that would help to distribute the large holdings of Victory bonds that the company has.

It is understood that the consolidation of Tucketts and Tobacco Products business has worked out well. It has added largely to the lines Tucketts manufactures and distributes.

OTTAWA TRACTION

The Dominion Railway Board has made an order fully approving of the application of the Ottawa Electric Railway for permission to put into effect the new tariff of fares provided for in the supplementary agreement between the company and the city.

The rates will become effective on and after February 18, when the 5-cent fare comes into effect, and Sunday and workingmen's tickets disappear. It will be effective only until July 6th, according to Chairman Frank Carvell.

QUEBEC POWER

The first annual meeting of the shareholders of the Quebec Power Co., was held at Quebec. Interesting statements made by President Julien C. Smith, tended to show that estimated gross receipts for next year would reach between $750,000 and $800,000. This amount would provide for the payment of fixed charges, dividends on preferred stock and leave a safe margin for other expenditures. Mr. Smith referred to the fact that gross receipts for the year, which reached $544,090, did not include the Quebec Railway receipts, but the next report would. The present gross receipts only comprised the receipts of the Quebec Power Co., and the former Public Service Corporation. Regarding the holdings of the Quebec Power, Mr. Smith stated that 90 per cent. of the Quebec Railway bonds were held by that company, 89 per cent. of the common stock, and $3,300,000 of the five per cent., 1939 bonds.

Travellers' Life Makes Substantial Progress

MONTREAL.—The Travellers Life of Canada presented an interesting record at its annual meeting this week and indicated a substantial increase in every department of the business. Arthur P. Earle, general manager of the company, was elected vice-president.

A total of $6,708,584 of new business was written during the year, an increase of 13.57 per cent. over the amount written in the previous year. This brought the total of insurance in force to $19,628,830, representing an increase of 14.54 per cent.

Total income increased by 23 per cent. to $689,821 and payments to policyholders by 65 per cent. to $127,735. Assets stand at $2,183,918, while policy reserves have been increased by 25 per cent. and stand at $1,721,292.

Public Utility Earnings

BARCELONA TRACTION

December	1923 Pesetas	1922 Pesetas	Change Pesetas
Gross	4,981,366	4,535,009+	446,357
Expenses . .	1,998,044	2,190,407—	192,363
Net	2,983,322	2,344,602+	638,720
Aggregate for 12 months—			
Gross	51,080,838	46,728,300+	4,352,538
Net	30,007,015	28,084,227+	1,972,788

BRAZILIAN TRACTION

December	1923 Milreis	1922 Milreis	Change Milreis
Gross	22,008,000	17,873,000+	4,135,000
Expenses . .	9,363,000	6,470,000+	2,893,000
Net	12,645,000	11,403,000+	1,242,000
Aggregate for 12 months—			
Gross	247,409,000	197,749,000+	49,660,000
Net	148,035,000	124,506,000+	23,529,000

Railway Earnings

Canadian Pacific Railway

Week End	1924	1923	Change
Feb. 7 ..	$3,055,000	$2,691,000+	$364,000

Canadian National Railways

Week End	1924	1923	Change
Feb. 7	$4,321,334	$3,968,685+	$352,649

PRESSED METALS IN CANADA

The annual statement of the Pressed Metals Co. of Canada, Ltd., as at December 31, 1923, has been sent to the shareholders with the notice calling the annual meeting for Monday, February 25.

The company has issued a consolidated balance sheet and profit and loss account, embracing the operations of its subsidiary, the American Bushings Corporation. The operating profit for the period was $103,243.68, while after deducting the provisions made for depreciation, reserves, etc., there is a net profit of $25,786.45.

Current Events in investment circles

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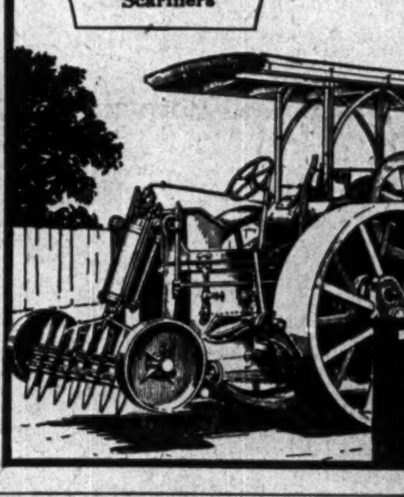

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BRANTFORD, ONTARIO, CANADA

THE TRUSTS AND GUARANTEE COMPANY
LIMITED

27th Annual Statement

BALANCE SHEET, DECEMBER 31st, 1923

ASSETS

Capital Account			
Office Premises — Safety Deposit Vaults: Toronto, Calgary and Brantford		$ 245,084.77	
The Trusts Buildings, Limited, Shares (see footnote to Balance Sheet December 31, 1920).			
Office Furniture		25,000.00	
Real Estate—held for sale....		138,466.84	
Mortgages:			
Principal	$43,696.89		
Interest	5,061.68		
		48,758.57	
Loans on Stocks, Bonds and other Securities		27,544.00	
Dominion of Canada and Provinces of Canada Bonds....		28,918.16	
Other Bonds and Debentures....		616,840.99	
Stocks		259,759.52	
Cash in Chartered Banks......		48,997.73	
Cash on Hand		9,695.28	
Other Assets		311,235.96	
			$1,760,296.82
Guaranteed Trust Account			
Real Estate—held for sale....		$39,486.73	
Mortgages:			
Principal	$3,481,434.17		
Interest	185,885.78		
		3,667,319.95	
Loans on Stocks, Bonds, Etc...		114,155.42	
Dominion of Canada and Provinces of Canada Bonds		734,553.96	
Canadian Municipalities, School District and Rural Telephone Debentures		510,891.84	
Other Bonds and Debentures..		559,380.00	
Cash in Chartered Banks......		193,319.54	
Cash on Hand		45,196.31	
			$5,864,303.75
Estates, Trusts and Agency Account			
Funds and Investments........			$21,462,846.57
			$29,087,447.14

LIABILITIES

Capital Account		
Capital Stock Subscribed	$2,000,000.00	
Fully paid Shares	1,181,800.00	
Partly paid Shares	247,909.11	
		$1,429,709.11
Money Borrowed from Bank ..		115,000.00
Reserve re balance Dominion Special War Revenue Tax ..		2,000.00
Contingent Reserve Fund		15,115.66
Sundry Accounts Payable		1,943.57
Dividends declared and unpaid due January 2nd, 1924		42,891.19
Profit and Loss		153,637.29
		$1,760,296.82
Guaranteed Trust Account		
Trust Funds for Investment ..	$4,696,865.62	
Trust Deposits	1,167,438.13	
		$5,864,303.75
Estates, Trusts and Agency Account		
Estates, Trusts and Agency Accounts		$21,462,846.57
		$29,087,447.14

JAMES J. WARREN, President. E. B. STOCKDALE, General Manager.

We have audited the books for the year ending 31st December, 1923, and verified the cash, bank balances and securities of the Corporation. We have examined the statement and it agrees with the books of the Corporation. After due consideration we have formed an independent opinion as to the position of the Corporation; and with our independent opinion so formed and according to the best of our information and the explanations given us, we certify that in our opinion the statement sets forth fairly and truly the state of the affairs of the Corporation; and that all transactions of the Corporation that have come within our notice have been within the powers of the Corporation.

GEO. EDWARDS, F.C.A.
H. PERCY EDWARDS, F.C.A. } *Auditors*
of EDWARDS, MORGAN & COMPANY, Chartered Accountants.

The Ontario Loan and Debenture Company

The Fifty-third Annual General Meeting of the Shareholders of this Company was held on Wednesday afternoon, 13th instant, at the Company's Offices, London, Ontario.

The chair being taken by the President, Mr. A. M. Smart, the Manager, Mr. T. H. Main, who acted as Secretary, read the notice calling the meeting and the minutes of the last annual meeting were, upon motion, confirmed.

The Annual Report was then presented, as follows:—

London, Canada, 29th January, 1924.

To the Shareholders:—

Your Directors have pleasure in presenting their Annual Report for the year 1923.

Investments in your Company's Canadian Debentures show a gratifying increase for the year. Mortgage loans in Ontario have also been augmented by a somewhat like amount.

The Company's holdings of Dominion, Provincial and Municipal securities remain about the same as a year ago, being more than three times the total of Savings Deposits, and together with Cash with the Company's Bankers equal to 73% of all liabilities to the public, indicating an exceedingly strong liquid position.

Payments on Mortgages over urban properties continue to be very well met. Farmers are still finding difficulty in working back to their old record of prompt payment of mortgage obligations. Crops were again good throughout the country, and the West had the largest wheat crop in its history. This will maintain Canada in her premier position among wheat-exporting countries.

After payment of Provincial and Municipal Taxes, Interest, Expenses and Charges, and after making ample provision for possible losses and contingencies, the

Net earnings for the year 1923 are		$297,075.67
Balance brought forward from previous year		49,450.99
From this Total available		$346,526.66
Dividends (Quarterly) at the rate of 10% per annum have been paid	$175,000.00	
Bonus of 1% for the year in addition thereto	17,500.00	
Transferred to the Reserve Fund	75,000.00	
		$267,500.00
Balance		$ 79,026.66
Dominion Government Income War Tax		31,495.83
Balance carried forward		$ 47,530.83

The Auditors have carried on their usual exhaustive audit, including frequent verification of Cash and Bank Balances, and the examination and verification at intervals throughout the year of the negotiable Securities. They have much more than complied with the rules for auditing requirements as promulgated by the Registrar of Loan Corporations for Ontario. Their certificate in form prescribed by the Loan Corporations Act will be found following the Financial Statement submitted herewith.

It is a pleasure to acknowledge the unremitting care given the Company's affairs by its Agents in Scotland and to record your Directors' satisfaction with the manner in which the officials and staff of the Company have performed their duties.

All of which is respectfully submitted.

A. M. SMART, President.

Financial Statement, 31st December, 1923

ASSETS

Office Premises (freehold)	$ 40,000.00
Real Estate held for sale	84,552.70
Mortgages—Principal $5,120,561.38, Interest $174,803.51	5,295,364.89
Loans on Company's own Stock	Nil
Loans on other Stocks and Bonds	32,914.50
Securities of United Kingdom, Dominion of Canada and Provinces of Canada	1,020,121.70
Securities of Canadian Municipalities, School Districts and Rural Telephone Debentures	1,042,112.36
Securities guaranteed by Dominion of Canada and Provinces of Canada	722,727.01
Stocks (fully paid)	3,000.00
Cash in Chartered Banks in Great Britain	6,262.17
Cash in Chartered Banks of Canada	157,297.58
	$8,404,352.91

LIABILITIES

To the Public:—			
Debentures, Sterling, including accrued interest		$1,226,833.36	
Debentures, Currency, including accrued interest		2,007,639.32	
			$3,234,472.68
Deposits			811,099.40
			$4,045,572.08
To the Shareholders:—			
Capital Stock Subscribed, $2,550,000.00.			
Capital, fully paid	$1,550,000.00		
Capital, partly paid	200,000.00		
		$1,750,000.00	
Reserve Fund		2,500,000.00	
Dividend payable 2nd January, 1924		43,750.00	
Bonus of 1% for the year also payable 2nd January, 1924		17,500.00	
Profit and Loss Account, Balance carried forward		47,530.83	
			$4,358,780.83
			$8,404,352.91

T. H. MAIN, Manager.

To the Shareholders of The Ontario Loan and Debenture Company:

We hereby certify that we have audited the books and accounts of The Ontario Loan and Debenture Company continuously throughout the year ended December 31st, 1923, and find them correct and the above statements in accordance therewith. We have verified the Cash and Bank Balances, and have examined the Company's securities and find them in order. All our requirements as Auditors have been complied with, and, in our independent opinion and according to the information and explanations given us, the above statements are properly drawn up and set forth fairly and truly the state of the Company's affairs.

All transactions that have come within our notice have, we believe, been within the powers of the Company.

London, Ontario, 29th January, 1924.

F. G. JEWELL, F.C.A.,
J. F. KERN, Auditors.

The President, in moving the adoption of the Report, spoke as follows:—

In moving the adoption of the Annual Report we should perhaps congratulate ourselves that the good ship "Ontario" has, successfully and without mishap, navigated the somewhat perturbed financial waters of the past year. While some have sunk and others have made harbours of protection in a more or less battered condition, the Ontario has again accomplished the year's voyage without difficulty and the Report just read clearly reveals the staunch craft even more seaworthy and of greater stability than ever before.

Your Company during its fifty-three years of service has never invested any of its funds or those of its depositors or debenture-holders in any venture of a speculative nature. Its main business is to loan money on first Mortgages on real estate and it confines itself almost wholly thereto. For the monies not required for such advances it finds employment in Securities of the United Kingdom, the Dominion, its Provinces and Municipalities. It does not invest in Bonds or Stocks of Industrial Corporations. Its present holdings of the high-class securities referred to and which are carried on our books at not more than cost, which is much below present market value, are perhaps greater than required. It may be anticipated that these will to some extent ultimately be converted into mortgage advances as safe opportunity may justify the change.

Your Company has for many years made advances on farm properties in Western Canada (to a much lesser degree since 1913) but still the bulk of its mortgage investments are in Ontario. The Western Provinces, while crying loudly for more credit and at the same time adhering to adverse legislation, with many advocating still further departure from sane and safe principles; do not appeal to your Directors as a safe field for employment of the $2,000,000 now in these Securities and which might be otherwise diverted thereto. It is now earning a moderate return and we can afford to wait until the misguided Western legislators see the error of their ways.

The so-called arid zone of credit lying between the Banks on the one hand and the Loan & Trust Companies on the other, has undoubtedly been greatly widened by these ill-advised Legislators.

But all the evil legislation does not "Come out of the West." An amendment to the Dominion Income Tax Act passed at the close of the last Session effective 1st May next year provides a prior lien on the Real Estate of a delinquent Tax-payer, a matter far-reaching and of exceeding importance to those who lend on Mortgages. It would relegate a first Mortgagee to a secondary position without any possibility of avoidance or redress. It is hoped, for the credit of the Government and of the Dominion, that this Act was inadvertently passed in its present form and that it will be duly rectified at the approaching Session.

Owing largely to the unwise Western Legislation, referred to above, and to a lesser extent to repeated crop shortages in some localities, to high cost of grain production and prevailing low prices, the Real Estate on hand for sale is, it may be frankly stated, greater than could be wished. To those of our Mortgagors who have in the past been less fortunate than others, we have endeavoured to extend a helping hand, and many have thus been able to surmount their difficulties. Others unfortunately have not, in which cases we have thought it wiser to face the condition and secure full control of the properties by taking them over. In no instance does the figure at which these are carried on our Statement include interest, and many stand at a considerable reduction below the principal sums. From past experience in realization, little, if any, anxiety as to the ultimate outcome is felt in this connection. Indeed the total sum of all your Real Estate held for sale could be expunged from the Balance Sheet and your Assets would thereby be reduced by barely 1%.

Our Western farmers will not be discouraged, for they are a sturdy type and well know the advantages they enjoy. A recent exhaustive report on the comparative conditions in our West and the Western United States made by the United States Secretary of Agriculture to the President states in part:

> "The Canadian wheat farmer enjoys substantial advantages over the American producer in the matter of yields, land values, the quality of wheat he produces and lower freight rates from points equally distant from markets. The yield of wheat, which is a very important factor in the cost of production, is materially higher in Western Canada than in many of our wheat producing States."

The Report goes on to state that in Canada the yield per acre is higher, costs of production lower, as is also the investment, but above all other advantages is the superior quality of the Canadian Northern Hard Wheat.

The farming community have taken much more than their fair share of deflation but with their large production of the past year, including the record wheat yield of 474,000,000 bushels, although sold at low prices, their circumstances have been materially improved. One might be pardoned for predicting that favourable results will be felt throughout the coming year. The cost of living shows a very much greater reduction from the peak than the cost of labour. The latter usually follows the former—at a slower pace. Still it follows—and it is a fair anticipation that it will continue to follow. Then the cost of whatever a farmer requires to purchase will come down and his profit will go up.

It is encouraging to note the volume of attention throughout the country that is now concentrated on the subject of taxation and more especially economy.

This widespread agitation for economy in the conduct of the country's business is already bearing fruit. There are indications that the various Governments are becoming alive to the situation.

When one reflects that the United States (the most extravagant people on earth) with a population of 110,000,000 (twelve times that of Canada) can conduct their vast Federal business with a Cabinet of only six members, compared to over three times that number for a population of 9,000,000 with their Deputy Ministers and their Departments employing thousands of officials, one cannot but see a very large field at Ottawa for the exercise of economy and see most clearly that the effective place to begin is at the top. With all our other Governments and Commissions, is it any wonder the burden of taxation is so far in excess of that in the United States? As an illustration, the amount reserved from last year's earnings for Dominion Income Tax payable by your Company this year is equal to over 1¾% on your Capital, a sum nearly sufficient to have made the Bonus of 1%, received by you at the beginning of the year, up to 3%. No one objects to paying necessary taxes, but only on the express condition that they will be expended wisely and economically, otherwise they cease to be necessary.

Doubtless there will always be clouds on the horizon, but from our experience in the past there is every reason to have confidence that your Company will continue its career of usefulness to the public combined with benefit to its Shareholders for many years to come.

The Vice-President, Mr. C. R. Somerville, in seconding the adoption of the Report, spoke as follows:—

As Mr. Smart has stated, the chief business of the Company is to supply capital to the owners of real estate upon the security of Mortgages thereon. Thus you will be interested in some particulars of these and of our loaning policy.

Mortgages held increased during the year by the substantial amount of $595,574 to the total of $5,295,365 which the Report shows. In making Mortgage Loans every care is taken to insure that the amounts are low in proportion to prevailing values. The long standing policy of spreading our mortgage investments in moderate sums over a large number of properties, all of course improved and revenue producing, rather than larger advances on fewer securities, has been strictly adhered to.

The largest Mortgage the Company holds is under $60,000 and there are only 8 which are over $25,000 and on none of these is there anything in arrear, not only the interest but instalments of principal being regularly paid. The total number of Mortgages at the end of the year was 2,644, so that the average amount was only $2,002.78.

Another important safeguard is to require yearly or half-yearly repayments of principal and to make those payments adequate to amply offset possible depreciation of the respective properties from any cause that can be foreseen. Not only do these repayments of principal result in constantly improving Mortgages, but as small sums from a large number of borrowers they are the most dependable liquid feature of mortgage investments and furnish month by month a continuous if moderate supply of funds as against possible excess of withdrawals over deposits in the Savings Department and as against maturing debenture obligations of the Company.

As in former years, a Committee of the Board carefully scrutinized the Mortgage Accounts at the end of the year. Speaking for that Committee, of which I was a member, I can assure you we found in this review that the Company's investments are well distributed, thoroughly sound and amply secured and have been taken into the accounts at figures which in our judgment cannot fail to be realized.

Mortgage rates were fairly well maintained during the year but competition for the best class of Mortgages is keen, and at least in Ontario where conditions are stable and legislation has not been detrimental, it is a mortgage borrowers' market. The present tendency of rates is, therefore, shading downward. This, if continued, may result in reduced profits for us, as in competition with the continued demands for money on the home market by our Dominion and Provincial Governments and Municipalities we have to pay increasingly higher rates than we should for our money. However, the fact that the Country is sufficiently prosperous to absorb largely its own borrowings is a healthy sign, and the investment by our people in their own securities commendable. We have every reason to believe from offerings made us that our splendid credit in Scotland, coupled with the high standing of our esteemed Agents in Edinburgh would enable us to secure ample funds there. Unfortunately the heavy discount in bringing out Sterling money effectually prevents this for the present but we hope in succeeding years the return of exchange to a normal condition will re-open this market for money.

The Country's outlook is good.

The Company's condition was never better.

The Staff, from the Manager to the Junior Clerks, are enthusiastic, efficient and devoted to our interests and I think we can look forward to the new year with confidence.

I have much pleasure in seconding the resolution adopting the Report of the Directors.

The Report was then adopted unanimously.

The Scrutineers were then appointed, and the election of Directors proceeded with, Messrs. A. M. Smart, C. R. Somerville, Lieut.-Col. William M. Gartshore, J. M. Dillon, J. G. Richter and Arthur T. Little being re-elected for the ensuing year.

It was moved by Professor James H. Bowman, seconded by Mr. A. B. Greer, that Messrs. Frank G. Jewell, C.A., and John F. Kern be and are hereby re-elected Auditors of the Company.—Carried.

The meeting then adjourned, and at a meeting of the Board of Directors held subsequently, Mr. A. M. Smart was re-elected President, and Mr. C. R. Somerville, Vice-President of the Company.

Loan Company Deposits Showing an Increase

The quarterly statement of deposits and securities of Ontario loan and trust corporations as of December 31, 1923, shows total deposits of $37,373,365, compared with $37,877,287 in the corresponding period of 1922 and $36,737,563 for the previous period of the same year.

Cash, Dominion and provincial bonds, demand loans and Ontario municipal debentures held total $19,760,117, or the equivalent of 52.87 per cent. of deposits, as against 55.29 for the corresponding quarter and 44.96 for the previous quarter.

Following is a comparison of the principal items of the statement:

	Dec. 1923	Prev. Quar.
Total deposits	$37,373,364	$36,737,562
Cash	5,599,289	3,468,373
Gov. bonds	9,675,324	8,199,036
Municipal debs.	3,987,478	4,037,186
Demand loans	498,024	816,392
Cash, sec. & loans	19,760,117	16,518,005
Per cent. of cash etc. to deposits	52.87	44.96

The summary of the positions, as of December 31, 1923, of the trust companies operating in Ontario, together with comparisons with the previous quarter:

	Dec., 1923	Prev. Quar.
Trust deposits	$10,348,550	$ 9,112,441
Spec. Guar. inv.	17,839,652	16,867,768
Gen. Guar. inv.	15,234,908	12,668,797
Total funds	43,423,112	38,649,007
Cash	1,308,476	1,773,660
Can. bonds & sec.	3,162,450	3,492,154
U. K. bonds	28,990	60,210
Municipal debs.	4,044,051	3,597,356
Sch. & Tel. debs.	531,463	683,856
Mortgages	31,015,944	26,045,075
Demand loans	1,474,375	1,489,909
Sec. not author. as Trustee inv.	1,879,269	1,525,033
Total invest.	43,493,415	38,667,256

The Keeley Silver Mines, Limited.
No Personal Liability.

Dividend Notice

At a meeting of the Board of Directors of The Keeley Silver Mines, Limited (No Personal Liability), held to-day, an Annual Dividend of Sixteen per cent. (16%) payable half-yearly, together with a bonus of Four per cent. (4%) was declared.

The half-yearly dividend, amounting to Eight per cent. (8%) with the bonus of Four per cent. (4%) are payable on March 15th, 1924, to Shareholders of record as at February 29th, 1924.

The Transfer Books of the Company will be closed from the night of February 29th, 1924, to the morning of March 16th, 1924.

By Order of the Board.

C. J. P. HARRIS,
Secretary-Treasurer.

Toronto, Ontario,
February 11th, 1924.

Your Property or Your Problems?

Which will you leave to your family?

Make your Will. Appoint this Company your executor. Then your property will be distributed in the way you would have it, and the problems of its management will be dealt with by an organization equipped to solve them.

Write for our booklets.

National Trust Company
Limited

Capital, $2,000,000. Reserve, $2,000,000.

18-22 King Street East, Toronto.

Happy,
Carefree
Old Age.

"LUCKY!"

Yes, those happy old couples who are able to enjoy the "sunset of life" in comfort and independence are "lucky"—when you consider that 97% of people in their later years are dependent upon others for support.

Call it "lucky" if you will—but, "foresight" and "prudence" are the words which truly express it.

You too can be "lucky" if you wish—luckier than they—for the

ENDOWMENT AT 65

now issued by the "Canada Life" has many valuable and liberal features that were not included in the policies of the older generation. Only a moderate premium annually will secure you a substantial policy on the "Endowment at 65" plan.

Particulars of this policy can be most conveniently secured from our Service Department by using the information blank below.

Canada Life
Assurance Company
HEAD OFFICE
TORONTO

Service Dept.
Canada Life Assurance Co., Toronto
Dear Sirs,—Without obligation on my part, please send me by mail particulars of your "Endowment at 65."
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Address.............
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of.............1.....

2

THE TRAVELLERS LIFE
Assurance Company OF CANADA

1923 - A Year of Healthy Growth.

		Increase Per Cent.
New Business	$6,708,584.00	13.57
Insurance in Force	19,628,830.00	14.54
Income—		
Premium and Interest	689,820.90	22.9
Payments to Policyholders	127,735.18	65.2
Assets	2,183,918.01	20.
Policy Reserves	1,721,292.00	25.

Average Rate of Interest Earned, 6.51 Per Cent.

SPECIAL FEATURES

A $10,000 Policy in this Company pays:

1. At Death $10,000
2. If death occurs through accident $20,000
3. In event of Total, Permanent Disability, $100 monthly for life, with waiver of premiums and full amount, $10,000, at death.
4. Liberal surrender and loan values.

Special facilities offered policyholders to hold insurance during depressed conditions.

Prompt and efficient service.—Claims paid immediately upon receipt of proofs.

An increase in Policy Dividends is announced for 1924.

A Purely Canadian Institution.

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President: J. N. GREENSHIELDS, K.C.

Vice-President and General Manager: ARTHUR P. EARLE, A.I.A., A.A.S.

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A Bank must have full and adequate facilities and be ready to co-operate willingly if it is to be of the greatest service to a business concern.

With over 190 branches throughout Canada,—the managers of which are fully conversant with local conditions—and with strong affiliations abroad, the Imperial Bank is able to offer business houses a service capable of satisfactorily fulfilling all demands of local, national and foreign trade.

In addition to a highly specialized collection service, the issuance of letters of credit, the purchase and sale of foreign exchange, and all other regular banking facilities, this Bank is in a position to furnish dependable information on all questions of finance. Inquiries from executives regarding our facilities, are invited.

IMPERIAL BANK OF CANADA

An Expensive Business Training

A YOUNG MAN often pays dearly for the business training he receives as Executor of his Father's will. If he succeeds in administering the estate well and assuring a good income to his Mother and Sisters, it is often at the cost of work, worry, and nerve strain that overtax his energy.

And if he fails—it is the Family which pays.

Young men must learn in the hard school of experience. But by administering an estate upon which a family is dependent—No. There is too much at stake.

Save your boy for his own business or profession.

Save your fortune for your family.

Name the Canada Permanent Trust as your Executor, and make sure of experienced protection.

THE CANADA PERMANENT TRUST CO.
Paid-up Capital One Million Dollars
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Manager Ontario Branch - *A. E. HESSIN*

THE ROYAL TRUST CO

EXECUTORS AND TRUSTEES

Head Office - Montreal

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Assets under Administration exceed
$333,000,000

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249T

CANADA FAVORED BY U.S. IN PAPER AND PULP BUYING

Uncle Sam is Our Best Customer—Beating Europe to That Market

From Our Own Correspondent.

MONTREAL.—In those classes of pulp and paper products that Canada exports to the United States, the Canadian goods established themselves in the country to the south even more firmly in 1923 than in previous years. This was achieved despite the large amount of competition from Europe for our pulps and our newsprint paper; on the whole the United States imported more Canadian pulp and newsprint in 1923 than in 1922, and imported less European pulp. There was some small increase in American purchases of European newsprint, but official figures received by THE FINANCIAL POST from Washington indicate that Canada entrenched itself even more firmly in American markets than in the previous year.

In those classes of Canadian paper products that are up against heavy tariff protection for the American manufacturer, Canada was unable to make any ingress into the United States market.

Groundwood Pulp Sales

Mechanically-ground pulp, or groundwood, as it is commonly called, enters the United States duty free. During 1923 the United States imported 267,000 tons, of which 217,000 tons came from Canada.

Sulphite pulp, a higher grade of pulp that is mixed with groundwood for the manufacture of newsprint and which is the principal raw material for the manufacture of the higher-grade papers, also goes into the United States without payment of customs duties. During 1923 the United States imported 712,000 tons, of which 299,000 tons came from Canada. This meant that more than 400,000 tons were imported from Europe. The proportion was little changed from the previous year, when out of total imports of 636,000 tons Canada supplied 269,000 tons, and Europe 366,000. The source of the sulphite imports of the United States by countries has been as follows during the past two years:

From	1922 tons	1923 tons
Finland	33,035	70,665
Norway	68,287	68,071
Sweden	237,558	201,023
Canada	269,037	299,183
Other	27,876	73,451
Total	635,793	712,393

In sulphate pulp Canada supplied a higher percentage of the total, and during the year shipped 131,000 tons of sulphate pulp to the United States out of a total importation of 233,000 tons.

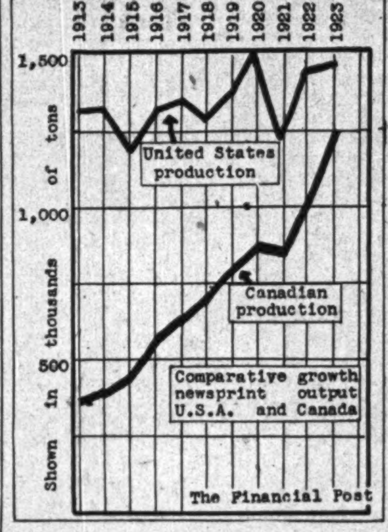
From	1922 tons	1923 tons
Finland	18,891	14,683
Norway	7,643	8,986
Sweden	110,338	76,552
Canada	136,907	131,168
Other	1,725	2,114
Total	275,504	233,503

Europe in Competition

The figures for sulphite and sulphate pulps, indicating the large proportion of the American supplies that come from Europe tell the story of the weaknesses of the industries producing these pulps in Canada. It is felt that when European conditions are more normal and continental countries are in a position to absorb a higher proportion of their own production of these pulps that there will be smaller quantities of European sulphate and sulphite on the United States market, with consequently a stronger demand for the Canadian product. At the present time the Canadian companies feel the European competition very keenly, especially in view of the fact that the finished products of these pulps—wrapping and bond book papers— cannot enter the United States because of a prohibitive scale of tariff charges.

United States imports of newsprint paper totalled 1,308,843 tons, of which Canada supplied no less than 1,115,355 tons.

An idea of the growth in the consumption of newsprint in the United States can be gained from the fact that the imports added to the production of the United States mills themselves totalled more than 2.800,000 tons, as against little more than 2,400,000 tons in the previous year. And of the additional 400,000 tons consumed (the figure is roughly estimated) Canada supplied about 300,000 tons, or 75 per cent.



Canada's newsprint output showed greater increase in 1923 than in any previous year. In 1923 we produced 1,263,000 tons of newsprint, as against 1,082,000 tons in the previous year. United States mills also increased their production slightly, and turned out 1,485,000 tons of newsprint, as against 1,448,000 tons in 1922.

The significant fact revealed by the chart is that the United States production of newsprint is but little above the pre-war production, while Canada has trebled its production. Of the Canadian production of newsprint more than 80 per cent. is sold in the United States.

New Brunswick 'Phone Would Increase Rates

From Our Own Correspondent.

ST. JOHN.—Before the New Brunswick Public Utilities Board recently were heard the petitions of the telephone users against increases in rates proposed by the New Brunswick Telephone Company. Counsel for some of the larger users introduced the propriety of distribution of $172.000 in common stock, as bonus stock, many years ago, at the time of a merger between the Central Telephone Company and the New Brunswick Telephone Company. It was contended that the amount of this bonus stock should now be distributed among the subscribers of the New Brunswick Telephone Company in decreased rates.

On the other hand, counsel for the company argued that in the pioneer days of the telephone in New Brunswick directors of the companies received no dividends from their stock holdings and were paid in this bonus stock. The chairman of the board stated that no increase was planned for the small measured service users. The inference is that the proposed increases will be applicable to other classes of telephone users.

SIMPSON'S LEADS IN 'PHONE ORDERS

Telephone Equipment Has Handled 14,000 Orders in a Single Day

Investors in the securities of the Robert Simpson Company who have had an opportunity of watching the store's development during the past few years realize how broad has been the policy of expansion adopted by the management. The new mail order buildings in three different centres, the extension to the Toronto store, and the proposed enlargement of the Montreal store, operated as the John Murphy Company, Limited, are evidences of the corporation's growth.

An example of the progressive merchandising methods of the Simpson organization is in the telephone equipment. Simpson's have the world's largest department store telephone order department. The store's 'phone order equipment has recently been studied by the sales managers and engineers of many of the largest American department stores, and it is likely to be adopted by them as their model.

As many as 14,000 orders—orders, not items—have been sold in one day over the Simpson telephones in Toronto. Between 9.30 and 10.30 one moring 1,444 orders for merchandise were taken by telephone. To handle these orders, and the store's other telephone service requires about 125 lines to central.

OTTAWA'S INCREASED SERVICE HELD UP

Ratepayers Approved Yet Solicitor is Instructed to Oppose Fare Increase

Ottawa is experiencing difficulty getting its new street railway plans going. The ratepayers approved an increased fare and liberal service extension agreement. The company started in at once, only to have the city council instruct its solicitor to oppose the increased fare application to Ontario Railway Board.

The reason given by the city is that the new agreement cannot become law until passed by the Dominion parliament and the Ontario legislature. The company in return declines to give orders for new equipment and extensions.

The company explains that the estimated increased revenue for the five years starting under the agreement dated Aug. 13 of last year is $350,000 and the estimated interest charges on its larger investment $393,000. The company has already lost the increased revenue for five months; if the agreement is held up for legislation another three months' revenue will also be lost.

The company's request for the cooperation of the city before the Railway Commission so that the new fares may go into effect and orders be placed for the new equipment at once seems reasonable, says the Ottawa Journal.

No Word in Montreal Power's Lachine Plant

From Our Own Correspondent.

MONTREAL.—No announcement concerning the projected power development at Lachine was made by the president of Montreal Light, Heat and Power, Sir Herbert Holt, at the meeting of the shareholders this week. The company has made application for permission to go ahead with this development. A total of 100,000 horsepower would be developed and the present plant producing about 15,000 horsepower at the site would likely be scrapped.

Although those in close touch with the company state that the project will be proceeded with this year, it is pointed out that the company added 20,000 h.p. to its output last year by an addition at Cedar Rapids, and is adding another 20,000 h.p. this year, and that it may also come into the market for a part of the power being developed by the St. Maurice Power Company. These additional sources of power might make it unnecessary to go ahead at once with the Lachine development.

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Canadian Paperboard Company Limited
Largest Manufacturers of Paperboard in Canada.
Mills at Montreal, P.Q., Campbellford, Ont., Frankford, Ont.
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Herbert Tareyton
LONDON
SMOKING MIXTURE
"THERE'S SOMETHING ABOUT IT YOU'LL LIKE"
TP.4

THE GRAIN GOVERNMENT

FORT WILLIAM.—For the first four months on the 1923-24 crop year, grain inspections in the west have greatly exceeded those of similar time in other years. Between September 1 and December 31, there was inspected a total of 227,454 cars. This represents an increase from 195,451 in the same period in 1922 and from 146,059 cars in 1921.

Automobile and Piano Paper

MANUFACTURERS FINANCE CORPORATION LIMITED
TORONTO, Federal Building

AUTHORIZED CAPITAL - - $6,500,000

Insurance Company Increases Sales By Long Distance

The Field Superintendent of a Life Insurance Co. has a round table conference with his agents every morning by Long Distance. He claims the increased production far outweighs the cost. Problems are discussed, appreciation for business gained is voiced, and Agents who are falling down are encouraged and coached.

Long Distance alone makes such day-by-day intensive selling possible.

Each new Subscriber adds to the value of YOUR service

FRANK KENNEDY, Manager.

THE BELL TELEPHONE COMPANY OF CANADA

ROLLAND

There is a Rolland Quality paper for every need.

ROLLAND PAPER COMPANY LIMITED
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Mills at St. Jerome, P.Q. and Mont Rolland, P.Q.

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The "R Shield" Watermark is your Guarantee of Paper Quality

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The Beaver "S" is watermarked into our papers for your PROTECTION.

It is our guarantee to you for quality and satisfaction.

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Better Letters mean Better Business. The Beaver "S" papers make Better Letters.

ASK YOUR PRINTER, HE KNOWS

Howard Smith Paper Mills Co., Ltd.
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Mills at Beauharnois, Que., Crabtree Mills, Que., Cornwall, Ont. and Gaspe, Que.

B. C. Timber and Mill for Sale.

Eleven Sections, Cedar, Spruce, Fir and White Pine, containing over 100,000,000 feet of saw timber, and over 100,000 pieces of Cedar Poles. Virgin timber, favorable logging conditions and excellent flume chance. Camps and logging equipment. Sawmill capacity 50,000 ten hours. Planing Mill. On Crows Nest Division of C.P.R. Write for full description, price and terms.

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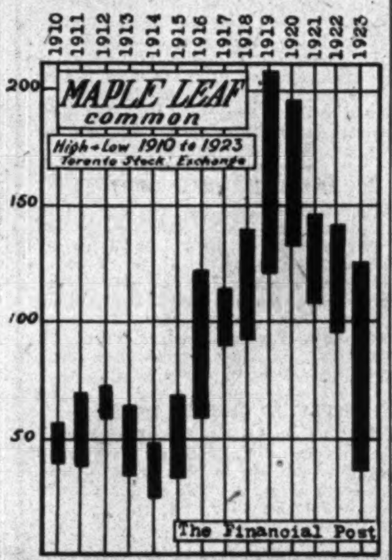
CHARTERED ACCOUNTANTS
E. R. C. CLARKSON & SONS
TORONTO MONTREAL
Authorized Trustees and Receivers
15 WELLINGTON STREET WEST TORONTO

Maple Leaf Milling One of Market's Active Performers

Common Stock Has Had a Wide Range in Recent Years—Collapse of European Markets With Post-War Deflation Greatly Affected the Company's Earnings—Meeting Changed Conditions

It has often been remarked by people in other lines of business that there must be advantages in selling people the things they eat, and in handling the commodities which go into the manufacture of these things, because people must eat and, therefore, there should always be business. But when you speak to the people who have to do directly with those businesses and industries which are concerned with foodstuffs you hear an entirely different story—ask the farmer, ask the elevator operator, ask the grain dealer, ask the miller. As a matter of fact what appears to first glance to be the most stable industry in the world—supplying the food—is one of the most speculative. On the one hand, there is "supply," in which weather and other conditions affecting the growing crops play an important part, and on the other there is "demand," which reflects buying power, and between the two there is a wide margin to be filled by speculation.

When the natural speculative factors in the milling industry are taken into consideration, and when these are increased by such abnormal conditions as prevailed during the war—when the food supply was only second to the shell supply as a necessary factor in the campaign—there is to be found explanation for the spectacular market performance of Maple Leaf Milling common, which has had a high mark of 209 and a low of 38, and which has fluctuated as much as 87½ points in a single year.



Organized in 1910, the company devoted itself very largely to the export markets, and, during the war and for some time after, found no difficulty in disposing of its output in such markets on a very profitable basis. Then, after the post-war inflation, came the reaction, and the decline of buying power in European countries. The result was that export business went to pieces, and in the keen competition for domestic trade the company found itself facing the necessity of creating a new market, and this could only be done at the sacrifice of profits.

In presenting the annual report to March, 1922, the president, James Stewart, referred to the disorganized state of the markets of Central Europe as a factor in curtailing the company's profits. Again, a year later, in presenting his report, Mr. Stewart said that the company was then doing a share of the domestic trade, in which it had taken no active part before the previous year. Intensive selling had been carried on at high expense, but he submitted that the benefits would be reflected through a period of years.

Looking to the future, the company is evidently increasing its place in the home market, while any improvement in conditions in Europe, which will strengthen European currencies and the buying power of the people, should be at once reflected in the expansion of export business.

History of Merger

The company was incorporated in Ontario in 1910 as a consolidation of the Hedley Shaw Milling Company and the Maple Leaf Flour Mills Co., Ltd. Mills are situated at Kenora, Thorold, Welland, Port Colborne, in Ontario, and Brandon, Manitoba; total milling capacity 22,000 barrels a day. A mill at St. Catharines was destroyed by fire in 1915 and has not been rebuilt. The company owns fifty elevators situated at different points throughout the Western wheat belt, with a capacity of 1,500,000 bushels.

At the time of the merger, the assets of the old companies taken over stood, in excess of all liabilities, and without any allowance for goodwill, trade-marks, etc., at $3,770,524. There was also placed in the treasury at that time $1,000,000 of additional cash which, besides permitting the completion of a 6,000-barrel mill and a million-bushel elevator and storage warehouse at Port Colborne, and of fifteen additional elevators in the West, provided the new company with further working capital.

In October, 1919, the company purchased a controlling interest in the Campbell Flour Mills Company, paying therefor $100 per share for the preferred stock and $90 per share for the common stock. The Campbell Estate agreed to purchase 3,000 shares of the preferred of Maple Leaf at 105.

The preferred stock authorization was increased from $2,500,000 to $3,500,000 in September, 1919; outstanding $2,930,000; seven per cent. This stock has preference as to assets as well as dividends, and is subject to redemption at any time at $145 and accumulated dividends. Holders have the right to elect annually two directors, but otherwise have no voting privileges, unless dividends are in arrears for two years, when they have the same rights as common shareholders. In event of dissolution, preferred shares have same rights as common shares in distribution after both have received full par value.

On the common stock of $2,500,000 an initial interim dividend of 3 per cent. was paid April, 1916; in July, 1916, quarterly dividend of 2 per cent. was paid and continued to January, 1917; April and July, 1917, 2½ per cent. paid; October, 1917, 2½ per cent. and 1½ per cent.; December, 1917, 2½ per cent., and 10 per cent. in Victory bonds; January, 1918, 2½ per cent.; April, July and October, 1918, 2½ per cent. and 1 per cent. extra; December, 1918, 10 per cent. extra in Victory bonds; January and April, 1918, 2½ per cent. and 1 per cent. extra; July, 1919, 3 per cent., which was maintained to end of 1921, then reduced to 2 per cent. to October, 1923, when it was passed.

In August, 1923, $2,000,000 of first 20 year sinking fund 6½ per cent. bonds were issued to replenish working captial; additional $2,000,000 authorized and held in reserve.

Growth of Assets

The company's assets have grown from $6,474,000, as shown in the first annual statement, to $19,759,000 in the year ending March, 1923. Following comparative figures are of interest in this connection:

Assets	March 1911	March 1923
Real Estate, Plant, etc.	$ 4,378,479	$ 6,025,460
Good will	229,555	236,084
Investments	7,451	4,805,671
Accounts	270,540	3,740,203
Inventory	1,522,589	4,418,791
Other Assets	66,324	533,452
	$6,474,943	$19,759,670
Liabilities		
Preferred	2,500,000	2,930,000
Common	2,500,000	2,500,000
Profit and Loss .	6,059	1,664,852
Reserves	46,634	2,079,928
Accounts	400,351	4,867,186
Bank Loans	1,021,698	5,717,703
	$6,474,943	$19,759,670

Income Account, Years Ended March 31.

	‡Net Earnings	**Interest Charges	Preferred Dividends	Common Dividends	Surplus for year	Total Surplus
1913 ..	$ 440,394	$134,604	(7%) $175,000	......	$130,790	$ 241,885
1914 ..	418,169	151,086	(7%) 175,000	......	92,083	333,968
1915 ..	1,048,998	173,560	(7%) 175,000	......	700,438	1,034,406
1916 ..	530,526	104,171	(7%) 175,000	(3%) 75,000	176,355	1,210,761
1917 ..	738,644	159,573	(7%) 175,000	(8½%) 212,500	191,571	1,402,332
1918 ..	1,021,267	113,590	(7%) 175,000	*(22½%) 562,500	170,177	1,572,509
1919 ..	929,106	158,069	(7%) 175,000	*(24%) 600,000	(def.) 3,963	1,568,545
1920 ..	†938,909	163,729	(7%) 190,050	(12%) 300,000	285,130	1,853,675
1921 ..	917,159	204,785	(7%) 205,100	(12%) 300,000	207,274	2,060,949
1922 ..	543,145	264,883	(7%) 205,100	(12%) 300,000	(def.) 226,838	1,834.111
1923 ..	645,122	409,280	(7%) 205,100	(8%) 200,000	(def.) 169,258	1,664,853

*Includes extra dividend of 10% paid in Canadian Victory Loan bonds.
†Includes $21,500 premium on sale of pfd. stock.
‡Includes other income.
**Includes interest and exchange and Federal income taxes.

SELL SHARES UNDER DOMINION CHARTER

Agents of Canadian Farm Implement Co. Again Active in Saskatchewan

Special Correspondent.

REGINA.—Since the courts decided that the Sales of Shares Act was ultra vires in the province, insofar as companies with Dominion charters were concerned, companies with Dominion charters are commencing to sell shares, and others that are said to have had no hope of obtaining certificates from the Local Government Board are taking out Dominion charters in order to escape the board's scrutiny.

One of the companies taking advantage of the court ruling is the Canadian Farm Implement Company. Under date of July 19, 1922, the Local Government Board issued a conditional certificate to this company for the sale of shares not exceeding the sum of $50,000. The board found however, that the conditions imposed were being disregarded. Information was submitted to the attorney-general's department, and five of the agents of the company prosecuted for illegal selling. All five pleaded guilty and were fined $50 each and costs for contravention of the Sales of Shares Act. Subsequently, the certificate granted by the board was cancelled.

It is reported that the company is involved in certain litigation arising out of a contract with respect to the manufacture of its stubble burner, the writ summons claiming damages to the extent of $400,000.

NOVA SCOTIA TRAMWAYS

The Nova Scotia Tramways and Power Co., Limited, has applied to the Nova Scotia Public Utilities Commission for the right to increase the tram fares from seven cents to ten cents and the net price of gas from $1.76 to $1.90 per 1,000 cubic feet. The application will be considered February 20.

PLAYER'S NAVY CUT CIGARETTES

More sold than all other brands combined

Beautifully Cool and Sweet Smoking

Eleventh Annual Report of

The Waterloo Trust & Savings Company

The Directors of the Waterloo Trust and Savings Company have pleasure in submitting herewith to the Shareholders their Eleventh Annual Report, showing the result of the Company's operations for the past year, accompanied by the Balance Sheet to December 31st, 1923.

After providing for interest on deposits and other moneys received from the Public, and defraying the expenses of management, the balance available for distribution is as follows:

Balance brought forward from 1922	$ 3,821.42
Premium on stock	1,750.00
Net Profits for the year	69,006.90
	$74,578.32
This amount has been disposed of as follows:	
Two half-yearly dividends, Nos. 19 and 20 at the rate of 6½ per cent. per annum	46,793.60
Dominion Government Income Tax	6,350.30
Transferred to Reserve Account	15,000.00
Transferred to Contingent Account	5,000.00
Balance carried forward	1,434.42
	$74,578.32

The business of the Company progressed very satisfactorily during the year 1923. The Guaranteed funds, consisting of Trust Deposits from the Public, and General Guaranteed Investment Receipts show an increase of $282,000. The Company also received a number of appointments as Executor and Administrator of Estates, and the indications point to quite a steady growth in this Department. A special Committee of the Directors give attention to all important Estate matters, and we feel that the Company is in a very favorable position to undertake work of this kind.

The investments of the Company have received careful attention, and are in good shape.

The mortgage investments made during the past year have been confined entirely to Waterloo, Kitchener, Galt and surrounding farm districts.

The business of the Company at its Galt Office shows a considerable increase for the year, fully justifying the establishment of a branch at that point.

The books and vouchers for the three offices have been audited monthly, and the Auditors' certificate is attached herewith.

All of which is respectfully submitted.

Waterloo, Ontario, January 23, 1924. THOS. HILLIARD, President.

FINANCIAL STATEMENT TO DECEMBER 31st, 1923.

PROFIT AND LOSS ACCOUNT

Dr.		Cr.	
Interest on loans	$ 5,413.30	Bal. brought forward	$ 3,821.42
Commissions in connection with mortgage investments, etc.	4,545.49	Premium on Stock	1,750.00
General Expenses, including Provincial and Municipal Taxes, Salaries, Rentals, Printing, Advertising, etc., (for 3 offices)	48,951.07	Int. on Capital and Reserve Funds, Rents, Commiss'ns & Profits on Guar. Funds after providing for int. on deposits and other moneys received from the public	127,916.76
Dominion Govt. Income Tax	6,350.30		
Dividends Nos. 19 and 20	46,793.60		
Transferred to Cont'g'nt Acct.	5,000.00		
Transferred to Reserve Acct.	15,000.00		
Bal. Profit and Loss	1,434.42		
	$133,488.18		$133,488.18

ASSETS AND LIABILITIES

Assets			Liabilities	
Capital Account			**Capital Account**	
Office Premises, Waterloo & Kitchener, including Safe Deposit Vaults, etc. and Galt Office Equipment		$ 91,779.19	Capital Paid up	$729,885.00
Other Real Estate		69,568.59	Reserve Account	165,000.00
Mortgages			Conting'nt Acct.	15,000.00
Principal	$468,056.47		Divids. declared & unpaid (due Jan. 1, 1924)	23,620.10
Int. due & Accrued	18,228.15	486,284.62	Amt. provided for accrued commissions, etc.	2,619.80
Loans on Stocks, Bonds, Etc.			Sundry Loans	54,639.57
Loans on Company's own Stock	17,816.05		Profit & Loss	1,434.42
Loans on other securities	50,069.12	67,885.17		
Bonds issued by Dom. of Can. & Provs. of Can.		28,306.79		
Muni. & School Debentures		114,519.50		
Other Bonds and Debent'r's		101,785.86		
Other Assets		1,930.82		
Adv. to Est'tes und'r administr'n		4,050.00		
Cash in Banks		7,717.96		
Cash on hand		18,170.37		
		$991,998.89		$991,998.89
Guaranteed Trust Account			**Guaranteed Trust Account**	
Mortgages			Gen. & Guaranteed Trust Receipts & Debentures	$ 849,313.77
Principal	$898,553.93		Trust Deposits	1,504,858.62
Interest	36,285.59	934,839.52		
Dom. & Prov. G'vt. B'nds	309,781.09			
Bonds Guar. by Dom. or Prov. Govt.	119,563.15			
Can. Municipal Bonds including those issued for School & telephone purposes, guaranteed by the municipalities	856,612.13	1,285,956.37		
Cash on hand and in banks		133,376.50		
		$2,354,172.39		$2,354,172.39
Estates, Trusts and Agencies Account			**Estates, Trusts & Agencies Account**	
Mortgages	$45,745.65		Trust funds for investment	$ 84,537.86
Bonds	4,981.52		Advances from Capital Funds	4,050.00
Cash on hand	37,860.69		Inventory Value of unrealized Estates Assets	365,708.62
Invent. value of unrealized Estates Assets	365,708.62	$454,296.48		$454,296.48
		$3,800,467.76		$3,800,467.76

THOS. HILLIARD, President. P. V. WILSON, Managing-Director.

To the Directors and Shareholders of The Waterloo Trust and Savings Company.

GENTLEMEN:—

We beg to report that we have audited the books of account of your corporation for the year ending 31st of December, 1923, and have verified the cash, bank balances, and securities of the corporation.

That we have examined the annexed statement and that it agrees with the books of the corporation.

That, after due consideration, we have formed an independent opinion as to the position of the corporation.

That with our independent opinion so formed and according to the best of our information and the explanations given us, we certify that in our opinion the statement sets forth fairly and truly the affairs of the corporation.

That all transactions of the corporation that have come within our notice have been within the powers of the corporation. Respectfully submitted,

Kitchener, Ontario, January 23, 1924. J. SCULLY, and J. F. SCULLY, Auditors.

WHEN THE SNOW IS ON THE SHRUBS

Reading the "Broke Hustler," house organ of the Abitibi Power and Paper Company, one gets the impression that the snow lies deep on the ground at Iroquois Falls. The Hustler warns employees not to ski or snow-shoe over the shrubs in the parks.

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307 BAY STREET. TORONTO

A Special Article On
South Lorrain
SILVER AREA with a map of the properties appears in the new issue of
Gibson's Fortnightly Mining Review
which is now ready for distribution.
This Bulletin is issued for the benefit of our friends and clients, and contains first-hand news from the mining camps throughout the North.
This issue is of particular interest in view of recent developments in the Lorrain district, and we shall be glad to send you a free copy upon request.
Homer L. Gibson
AND COMPANY,
Bank of Hamilton Bldg.,
TORONTO

MINING NEWS FOR THE INVESTOR

OLD FOLEY RESERVES HALF A MILLION

British Canadian Operation to Focus Attention on North-Western Ontario

British-Canadian Mines, operating the old Foley at Mines Centre, near Port Arthur, have decided on a progressive policy of development to place ore in reserve. About a year will be given over to this operation, and in the meantime mill plans will be decided on and the mill gone ahead with.

The company has employed 30 men and has put the plant in shpae, erected an assay house and completely sampled the mine. The results of the latter effort were most gratifying, and led to the decision to increase the staff and proceed with development.

The report of Frank Carnegie, M.E., manager, says in part:

Assays taken from the vein and drifts in the north shaft show an average value of $100.37 per ton. Ore blocked out has a total estimated value of $522,827. Since the report was made the sump at the bottom of the shaft has been cleaned out and samples from bottom have been assayed which show values of $8, $48 and $147 per ton respectively. It revealed also that from the 400 to the 420 foot level the vein widened from 22.7 inches to 27 inches.

J. C. Murray, M.E., B.S.C., examined the south shaft in 1920 and states that the 3,200 feet of underground work and surface stripping showed up approximately 440,000 tons of proven and partly proven ore, having a gross value of $5,500,000. The veins on the property are described as "true fissure" which indicate they are expected to go to great depth.

The thirteen veins examined show high values all over the property which consist of 1,027 acres. The Jumbo vein has opened out to 66 inches and if this persists should give the company a good grade of milling ore.

At a special meeting of the shareholders of the Dominion Iron and Steel Corporation, the resolution authorizing the directors to issue $450,000 of six per cent. ten-year serial equipment bonds which was passed on January 29th, was duly confirmed. The bonds have been sold.

Majority of Leading Mines Below Year's High

The majority of the good mining stocks have sagged back slowly from the 1924 high. This movement has been so slow and scattered that it has hardly been noticed. The result is that most of the favored issues are in a strong position for the next strong market movement.

The following shows the present price with the 1924 high:

	Present	1924 High
Argonaut	53	64
Castle	62	66
C. Reserve..	63	76
Dome	18.10	20.45
Hollinger	12.00	12.60
Keeley	2.45	2.68
Lake Shore	3.61	3.67
McIntyre	18.00	18.60
M. Corp.	3.75	3.99
Newray	38	45
T. O. B.	68	73
Vipond	1.32	1.40

Selling at High Now

	Present	1924 Low
Goldale..	44	36
Montreal O.	26½	14
N. Hawk	93	92
T. Hughes..	1.32	1.23
Trout L.	1.36	1.10

Trading during the week has been of a substantial nature, with many issues sharing the public favor.

Keeley Mines Continue Opening Up Rich Ore

Keeley silver mines has decided to pay shareholders 4 per cent. additional to the regular half yearly payment of 8 per cent. It was intimated by President H. B. Wills that it would be the policy of the company from time to time to give to shareholders extra disbursements in a ratio with the productivity of the property. January production was 150,293 ounces, compared with 139,850 ounces in December. "N" shoot on the 8th in the Woods drift south has been proven for a length of 94 feet, for which distance it carries an average grade of 839 ounces, over 23 inches. What was previously considered to be No. 20 vein, branching from the hanging wall of the "N" shoot, has now been proved to be a very high grade loop in Woods vein, and the real No. 20 has apparently not yet been found.

'F' shoot, in the Woods drift north has been proven for a length of 37 feet, with an average grade of 577 ounces, over 9 inches.

New Concern Has Control of 60 Claims in North

The incorporation of the Porcupine Kirkland Gold Mines, Limited, owning and controlling 4,000 acres of gold mining claims in Northern Ontario, is announced. It is capitalized at $10,000,000, with par value of shares at $1. This new company is the latest enterprise of the Ontario National Development Corporation of Toronto, and has ten different properties in Porcupine, Kirkland Lake, West Shining Tree, Lightning River and Matachewan, approximately 60 claims. These have been approved by their engineers and geologists. Ontario National reports Porcupine Grande Gold mines as successfully financed and that the new corporation will receive the benefit of the technical knowledge of its management and staff.

C. W. DOME MILL PLANS

Consolidated West Dome is reported to have met with good success on the seventh level, hence the recent rise to 29. There seems to be, too, many ready to unload this issue on a couple of points jump for the market to make much progress. The vein is said to have opened out to nearly 6 feet, with $27 values; on the 600 level the vein is 3 to 6 feet wide with $20 ore. As announced some time ago in THE POST, milling plans are being considered. They involve doubling the present 100-ton capacity.

WATCH MONTREAL-ONTARIO

Montreal-Ontario Mine at Kirkland Lake is reported as meeting with good success on 500-foot level. On the upper level excellent ore shoots were cut, but they proved to be rather short. It was hoped that they would stretch out as they went down and the result of this exploration is eagerly watched. The property is some distance south of the present producers, in line with Canadian Kirkland.

GOLDALE CUTS VEIN

Goldale has been somewhat disappointed over its failure to pick up the large ore body cut on the 500-ft. level in the 1,000-ft. level workings. However it may be that the dip altered and that the ore drift may have been a little out. Diamond drilling has been decided upon. It is reported that a new veining has just been picked up on this level. The ore is highly mineralized but assay results are not as yet known.

BUYING INTERNATIONAL NICKEL

International Nickel shares have been in demand at 14⅛ lately. Transactions have been very heavy since the first of the year, during which time 86,000 shares changed hands. The financial statement for the nine months ending Dec. 31, shows that the company earns 23 cents a common share.

DEVELOP B. C. PROPERTY

NELSON.—The Guidatta claim in the McKinley camp near Greenwood, is to be developed in the spring by John Morrell, owner. He will spend $10,000 on the property. Development will be along a ledge in which ruby silver has been encountered. There is a thirty-foot tunnel and a shaft on the property.

SYLVANITE AT 1,000-FT.

Sylvanite's shaft is reported to have reached 1,000 feet. This property is between Wright-Hargreavse and Tough-Oakes, Burnside.

BLUE SKY MEASURE WILL BE INTRODUCED IN QUEBEC

Quebec is to have Blue Sky legislation. Premier Taschereau has given notice of a measure to protect the public against sales of stocks and bonds by misrepresentation.

Rich Ore Being Opened Up in The Pas District

From Our Own Correspondent.

NELSON.—Mining in The Pas district is of fine promise, states F. S. Fillmore, of Saskatoon, who is here to secure a large stamp mill for the Kekusko Group, which he declares is the richest property in The Pas district.

The ore across 25 feet averages $33 to the ton in gold while three shoots run from $210 to $748 to the ton. There is much activity in Herb Lake district. Bingo mines have a full crew at work and are storing ore until the new mill is ready for operation. Adjoining the Bingo, the Rex and the Northern Manitoba are under option to Mining Corporation.

KIRK GOLD MAKING PROGRESS

Excellent results are reported in developing the Kirkland Lake property of Kirk Gold Mines. A well mineralized fractured zone over 600 feet wide, composed of porphyry, quartz and schist was recently opened, and in shaft sinking which is now under way, it is looking better with every round. The work which is now being done by hand steel will soon make way for compressed air.

NEWFOUNDLANDERS IN LORRAIN

A syndicate of prominent Newfoundland business men has been formed to develop five claims in South Lorrain, adjoining the Coralorain and the Newton properties, upon both of which active work is being done with excellent results. The geology is similar to that of the Coralorain and of the Keeley, which lies south of the syndicate's claims.

Work will be commenced by the new syndicate upon their claims as soon as the snow is off the ground.

PRESTON DEAL OFF?

Evidently the deal for the one claim of Preston East Dome holdings is off, for the present at least. It is understood that an offer equal to 15 cents a share was made for the one claim, leaving the company with two claims adjoining Dome on the east. It is reported that Preston leaders asked 20 cents. In the last week the stock sagged back 4 or 5 points to 12.

WELL MARKETED ISSUE

Lebel Oro looks like a well marketed issue. Since Jan. 1, there have been seven fluctuations in the price of the stock from 30 cents. Two of these were when it sold at 30½ and five when it sold at 30¼. The other twenty-eight days' transactions, involving about 38,000 shares, were all at 30 cents.

CLIFTON MEETING

Clifton shareholders meet Monday to ratify the purchase of the South Lorrain claims and the re-organization plan of the company. Quick approval is believed likely.

ACCUMULATING KEORA

Keora Mine stock is being steadily absorbed by those speculating on the successful conclusion of the big deal for the concern's treasury stock. The stock has firmed up to 13, or about double what it sold at a few months ago.

WETLAUFFER LOST CHANCE

Evidently those who thought the old Wetlauffer in South Lorrain was going to re-open have concluded that they guessed wrong. The stock sold up to 25 and is now back 4 points. The best thing about the company is $80,000 in its treasury. The company might have picked up new holdings but evidently didn't.

SILVER AND OTHER METALS

Silver—				
Dec.	11	12	13	14
London, P.	33 11/16	33 15/16	33⅞	34 1/16
N. Y.	64⅝	64⅛	—	65½
Copper	—	12⅝	—	12¾
Zinc	—	6.72	—	6.75
Lead	—	8.25	—	8.75

Mining Stock Quotations

Week Ending February 12

	High	Low	Close Feb. 12	Close Feb. 5
Argonaut	58	52	57½	55
Baldwin	5½	5	5½	5¼
Beatty	5	4¼	4½	4⅞
Beaver	29	28	28	28½
Bidgood	11⅛	11	11	10½
Capitol	33	30	32½	—
Castle Tre. . .	63½	61½	61½	62
Coniagas	2.25	2.25	2.25	2.20
Cons. Smelters	37½	36	37	37¼
Cons. W. D. ..	29	27	27½	28½
Clifton	9¼	7¼	7½	8¾
Crown Res. . .	68	68	64	68
Davidson	5	4¾	4¾	5
Dome Mines .	18.30	17.60	18.30	17.70
Everett	14	13	13	14¼
Goldale	45¾	36	44	45
Hattie	7¾	6¾	7⅝	7⅛
Hollinger	12.25	11.90	12.00	12.20
Hunton	7	7	7	7
Indian	40	34	39	39½
Keora	13½	10	13½	9⅞
Keeley	2.60	2.51	2.53	2.54
Kirk. Lake . .	22	21	22	21
La Rose	22½	20¼	20½	22½
Lebel Oro .. .	30	30	30	30
Lake Shore .	3.62	3.56	3.58	3.59
Lorrain T.L. .	1.40	1.30	1.38	1.35
Lorrain	17½	15½	16½	15¾
McIntyre . ..	18.20	18.00	18.00	18.00
McKinley	15	13	15	12¾
Mining Corp. .	3.85	3.72	3.73	3.70
Moneta	23⅞	23½	23½	23½
Montreal, Ont.	26½	15¼	20½	15½
Newray	40	38	38	38¾
Nipissing	6.50	6.40	6.45	6.50
Night Hawk .	97	90	90	93
Pete. Lake . .	10	9⅝	9⅝	10
Porc. Crown .	12	11	12	11½
Preston E.D. .	14½	12½	12¾	14
Teck Hughes .	1.34	1.28	1.30	1.30
Thomp. Krist .	6	5¼	5¼	6
Timiskaming. .	31	30½	31	29½
Tough Oakes .	69½	66½	68½	66
Vickers	23	21½	22	22
Vipond Cons. .	1.35	1.28	1.32	1.29
West Tree . ..	5½	5	5	5¾
Wettlaufer . .	25½	20	21	24½
Wright Har. ...	2.90	2.90	2.90	2.95
Inter Nickel,				
com.	14⅝	13⅞	14⅛	14½
pref.	80	80	80	80
OIL COMPANIES				
B. A. Oil	36¾	36¼	36¾	37
Imperial Oil. ...	121	118	118	120
Inter. Petrol .	21¾	21	21	22
Mutual Oil ...	13⅝	12⅞	12⅞	13½
North Star,				
com.	90	90	90	1.15
pref.	3.60	3.50	3.50	3.50

"Take an interest in your Province, especially the great Northland that is your heritage and mine —it will repay you a thousandfold."
From Windsor speech of Hon. Chas. McCrea.
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Mining Boom Now On!
Canadian Mining Stocks Are Advancing—

	Low Price for 1923.	Jan. 26th, Quotation, 1924.
KEELEY SILVER	$1.60	$2.68
MINING CORPORATION	.85	3.62
VIPOND	.49	1.24
TECK-HUGHES	.83	1.33
NIPISSING	5.00	6.65
GOLDALE	.34	.44

FORESIGHTED buyers of the above stocks at the 1923 low prices now show big profits. The Boom is only just starting—it is good for several years' intense activity and permanent progress.
You can make profits, too—not by speculating blindly, but by keeping fully posted regarding Canadian Mining Facts.
Write for FREE sample copy of next three issues of Canada Gold Review, containing analysis of leading Canadian Mining Securities, and giving a fund of mining information direct from the Camps. Decide to-day to stop guessing and to start speculating intelligently and scientifically. Investigate before you invest. Write for your copies to-day—no obligation.
Department 519.
CANADA GOLD REVIEW
19 Melinda St., Toronto, Canada

Lakeside Lorrain
A STRONG and advancing market for this stock is confidently expected when trading commences on the Standard Exchange on Friday, February 15th.
The volume of advance buying orders for Lakeside already received reflects the popularity of the stock and makes it advisable to place your order at once. Full information upon request.
Orders may be phoned or wired at our expense.
F. G. OKE & CO.
Members Standard Stock Exchange.
34 KING ST. EAST, TORONTO PHONE: MAIN 4440-1

"Timely Talks on Mining"

By

Irving J. Isbell

TALK NUMBER TWENTY-FIVE

Just the other day I was reading an article on the economic position of Canada, and the writer stated that mining was the key to Canada's future greatness as a nation—that the production, particularly of gold and silver would do more than anything else to solve the financial and industrial problems which were worrying big business men today.

If this is the case, and I believe it is, it is time that the Canadian people put their shoulder to the wheel and pushed precious metal mining for all they are worth, for it now seems likely that the opening up of mines will do as much for this country as the famous rush and subsequent development of the California mines did for the United States back in '49. Economists claim that the basis of the present prosperity of the United States can be traced back directly to the millions of dollars in gold which poured out of California.

In the years to come, I believe it will be recognized that the mines of Canada had more to do with the growth and progress in this country than any other single industry. And in this connection I would like to quote from an article by Dr. Mackintosh Bell, "the father of South Lorrain," who is now recognized one of the leading geologists of North America. Dr. Bell said:

> "All Canadians recognize the vast dimensions of their country; the immense agricultural productivity of the prairies and fertile lowlands of Ontario and Quebec; the wealth of fisheries of the two great oceans which wash our shores; the immense value of the forests, which, despite the serious depredations of forest fires, still clothe much of the mountainous areas of British Columbia, the valley of the mighty Mackenzie, and the northern highlands stretching therefrom to the bleak shores of the Atlantic. How many Canadians, on the other hand, know that the mineral wealth of their country represents an asset, still largely untouched, probably greater in importance than any one of these?"

It is only within comparatively recent times that any idea of the huge hidden wealth in mining of this country has become prevalent. Mining men and geologists knew years ago that Canada possesses the largest mineral bearing rock formations of any country in the world. Cobalt, Sudbury, Porcupine, Kirkland Lake, South Lorrain have been eye-openers. Yet while many millions of dollars worth of gold, silver, nickel, copper, etc., have come from the points mentioned, this production is confined to a comparatively few hundred acres, while the mineralized area comprising over 50% of the total area of Canada is measured in hundreds of thousands of square miles.

It is going to be a mighty big job to prospect an area covering some 2,000,000 square miles and an even more stupendous undertaking to develop the likely spots in this area where the deposition of metals has been concentrated, but, the rewards that come to those who develop profitable mines are so huge, as proven already in Porcupine and the other producing camps, that capitalists from all over the world are being attracted here and millions of dollars of both Canadian and foreign capital is beginning to come in.

I look for tremendous development in mining in this country during the next twenty five or fifty years and I know that many fortunes are going to be made from very small investments, or speculations rather, in mining. So it will pay every man or woman who has money to venture to read the statements of the big mining men like Dr. Bell, C. V. Corless, Dr. Cooke, J. B. Tyrrel, A. R. Whitman and many others and then investigate the various companies with a view to buying shares and participating in the profits which are surely coming.

Right now, the Rouyn camp in Quebec looks to me like one of the best spots to make money. I have before me a geological map prepared by a government geologist which shows that Rouyn is located on a big mineralized belt extending from Quebec into Ontario and it is on this belt that Kirkland Lake with its rich mines has been developed. Before recent geological surveys of Quebec were made, it was believed that Rouyn was on an extension of the belt from Ontario, the map I have made reference to shows that by far the greater part of this particular belt lies in Quebec and Kirkland Lake is on the extension of this zone, instead of vice versa.

The concentration of nearly all of the biggest mining people in Ontario on properties in Rouyn convinces me more than anything else that there is a big future ahead of this camp—and when you get showings such as they have on the Noranda, Horne, Rouyn Gold Mines, etc., it is enough to warrant the belief that the next few months will see some big mines developed and a lot of money made in shares of the successful companies.

NOTICE—Mr. Isbell's "Timely Talks on Mining" will in future be issued only in our Investors' Bulletin.
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Work will shortly start on the erection of a $50,000 sub-station for the Hollinger Gold Mines, at Timmins. Contract has been awarded to a Toronto engineering company. Work will be started as soon as possible.

NEWS OF THE BANKS AND BANKING

LOCAL BANK PLAN IS FALLING DOWN IN UNITED STATES

Big Institutions to Have Branches to Give Service

By A. B. BARKER.

Recent happenings in the Western States have weakened, if not destroyed, the chief arguments of the advocates of local banks in Canada. Before the Bank Act came up for revision last year the advantages of the local institution as compared with the branch of chartered bank were insisted on. It was claimed that the directors and officers of a locally-owned bank would naturally have a keener interest in the progress of the community the bank served than a manager representing an outside institution, whose only interest in the place was the profit to be made out of it. Assertions that the branch of the chartered bank could and did give a better and cheaper service than the local organization were laughed at.

Since then, however, things have changed. In California, some of the San Francisco banks have been taking advantage of the new regulations in the American National Banking law, which permits the establishment of branch banks under certain conditions, and the local organizations all over the States are vigorously fighting the proposition on the ground that the opening of such branches would put the local institutions out of business. They could not give the same service at the same rates as the branch of the outside bank.

A Question of Service

This has been the experience of the private bankers in Canada. At one time there were a number of these operating in this country, but one by one they have disappeared, generally through being purchased by one of the chartered banks. Most of them were carefully and economically managed and performed a valuable service in their district. They were not forced out of business by any deliberate action on the part of the chartered banks, but rather because the country had outgrown the system which they represented. In the United States various circumstances combined to favor a continuance of the local bank organizations, and, of course, the place of importance in the community which attached to a directorship in a local bank would naturally lead those occupying such positions to hold to the system as long as possible.

When conditions are ripe for a change, however, the change comes. The Federal Reserve System in the United States came into operation in spite of the most vigorous opposition. Some of this opposition came from those who were interested in organizations formed to furnish accommodation to dealers against assignments of their book accounts, and who feared that the increasing use of trade acceptances which the new banking system favored would reduce their profits. Dire predictions were made as to the outcome of the proposed change, but it came and its smooth-working during the war and after testified to its value.

From the present conditions in Minnesota, Montana, and the Dakotas, it looks as if a change were soon to be made there. In these states some 500 banks have closed their doors in the last year, with all the interruption to business, not to speak of the acute misery which this state of affairs inspires. There is no suggestion that any of these failures have been caused by wrong doing or that the officials have evaded either the letter or the spirit of the banking laws of the states in which they have operated. True a considerable amount of their loans have been made against mortgage security, which, according to our theories, is wretched banking but their laws permit bank advances against mortgages, and the action of the bank officials was, therefore justified.

It is now announced that arrangements have been made with some of the larger Eastern banks to give assistance to the victims of the loose banking methods in the states referred to, and this will probably develop a practical method by which these larger and stronger outside organizations will control the local institutions and direct their future policy. This control may not, probably will not take the form of central banks with branches as in Canada, but the control will be none the less effective for all that.

EXCHANGE

Foreign exchange bills continue irregular. Francs have declined more than seems justified by the increase in national debt and by the fiscal difficulties. In Great Britain unemployment is diminishing and the Labor ministry is not so disturbing as was feared. Both British and continental imports of farm products should diminish now for some months, and this should help both trade balances and foreign exchange bills, according to Moody's Investors' Service.

NEW YORK FUNDS

	High	Low	Last year High	Last year Low
Feb. 7	3 1-32	3	1 7-32	1 7-32
Feb. 8	3 1-32	3	1 7-32	1 1-8
Feb. 9	3	3	1 1-8	1 1-16
Feb. 11	3 1-16	3	1 1-16	1 1-32
Feb. 12	3 1-16	3 1-32	1 3-32	1 1-16
Feb. 13	3 1-16	3 1-32	1 7-64	1 1-16

STERLING, FRANCS AND LIRE

	Sterling Demand	Francs Demand	Lire Demand
Feb. 7	4.32¼	4.64½	4.39¼
Feb. 8	4.29⅝	4.53	4.38
Feb. 9	4.30⅞	4.57¼	4.38
Feb. 11	4.29⅞	4.54½	4.36
Feb. 12	.....	.....	.....
Feb. 13	4.30⅜	4.47¼	4.35

Staff Gossip

H. C. Moles, of the Canadian Bank of Commerce at Halifax, has been promoted to the head office at Toronto, and will leave at the end of the month.

* * *

E. B. Harley, of the Bank of Montreal staff, leaves for St. John shortly, where he has accepted a position with the Royal Trust Company.—The Herald, Halifax.

* * *

J. H. Fenton, who has been a member of the local staff of the Bank of Montreal for four years, has received word from the head office to report at the Thorndale branch, near London, Ont. He has made a great number of sincere friends during his stay in Owen Sound and the news of his departure is generally regretted.—The Sun Times, Owen Sound.

* * *

The Canadian Bank of Commerce announces the promotion of James Moreton, assistant inspector of the western headquarters in Winnipeg since 1919, to the position of inspector of Ontario branches. Mr. Moreton will leave for his new headquarters in Toronto about Feb. 15. He has had wide experience with the bank. Before coming to Winnipeg he was in the auditor's department at Toronto, his duties in this capacity taking him at various times to all the branches of the bank from Dawson City to Montreal.—The Tribune, Winnipeg.

* * *

Robert J. Dinning, for several years manager of the Lethbridge branch of the Bank of Montreal, is to be the chairman and sole member of the new liquor control board in Alberta.

Mr. Dinning is one of the best known Lethbridge bank managers and of the very highest standing. Beginning his banking career some years ago with the Merchants Bank, he rapidly advanced in its service and was manager at Lethbridge at time this bank was taken over by the Bank of Montreal. Mr. Dinning then became manager of the Lethbridge branch of that bank and is now filling that position. Mr. Dinning has sound ideas on agriculture and probably is as intimately in touch with the farmer and his problems as any banker could possibly be. He is a man of sane, clear-headed judgment on everything. For a year he was president of the Lethbridge Board of Trade and he filled the bill in every respect, and his presidential address at the conclusion of his term was a business man's review of conditions that could hardly be excelled for its strict attention to the main factors in our agricultural development.—Lethbridge Herald.

Ladner's Plan for the Guarantee of Deposits

In view of the advisability for restoring public confidence in our banks, following the collapse of the Home Bank and other developments, the proposals of Leon J. Ladner, Member of the Commons for Vancouver South, for a guarantee of deposits under certain conditions, are of interest, particularly as Mr. Ladner will undoubtedly be heard from during the coming session of parliament. Undoubtedly Mr. Ladner's suggestions entail certain advantages but any effective guarantee would mean the tying up of funds and the expense would affect earnings and eventually increase the cost of money. It is doubtful whether depositors would be willing to accept a lower rate on guaranteed deposits as compared with ordinary deposits. In any event the plan outlined is interesting in the present situation.—Editor.

Editor, The Financial Post:

Sir:—"Says Government Guarantee Foolish" is the head-line of an article in your issue of January 11 containing the argument published in the Ottawa Journal against the Government favoring my proposal for the establishment of Guaranteed Savings Accounts up to $3,000 in the chartered banks of Canada on the same principle that bank notes are now protected by sections 62 and 69 of the "Bank Act."

May I be permitted sufficient space in your paper to reply to these contentions because the question of savings accounts is one of great public concern to the people of Canada. In Fernie, B.C., the failure of the Home Bank has been a veritable calamity, bringing distress and misery to many a thrifty miner and other citizens who, under the delusion of the absolute security of our chartered banks, deposited nearly $800,000 for safe keeping. Both your paper and the Ottawa Journal have a misconception of my proposal as set out in the resolution which I have filed in the House of Commons. It is not that the Government of Canada should guarantee these savings accounts, but that the savings accounts should be protected by the creation of an insurance fund worked out on an actuarial basis, the funds for which would come partly from the depositor, who has the advantage of this protection, and partly from the banks who will enjoy a renewed confidence from the public. The sufficiency of such a fund would be guaranteed by the banks of Canada and in turn the Department of Finance would see to it that sufficient protection was provided just as they do in the case of bank notes.

Formerly, holders of bank notes were unsecured creditors just like the holders of deposit receipts in the banks. The Parliament of Canada, however, passed legislation, the net result of which is that when a bank fails the other banks and people at large who hold bank notes are absolutely secured against loss. Surely it is reasonable and equitable that the average citizen who knows nothing of high finance and the manipulations of bank assets nor their operations and who wants protection for his savings, should be entitled to that protection just as much as the holders of bank notes.

Both the article in your paper and the Journal finds it necessary to be personal in discussing this very important question and the writer of the article certainly manifests a superficial knowledge of the subject in a number of his contentions.

The chartered banks of Canada have been and are performing a great service to this country. It is one of the best banking systems in the world and every person knows that now and again the heads of any large business are likely to err in judgment, and when put into desperate circumstances are liable to resort to common dishonesty and make false or any other kind of returns and manipulations in order to avoid an immediate catastrophe. That will happen to any business, but in the business of banking Parliament has a peculiar responsibility because Parliament, by the Bank Act, has conferred upon the chartered banks of Canada the monopoly of carrying on a banking business. In addition to the ordinary capital such as the usual business has with which to make money, Parliament, by statute, has given the banks the right to issue credit instruments known as bank notes to the extent of the unimpaired capital of the bank and profits are, accordingly greatly increased to the shareholders. Of course further notes may be issued upon certain securities being put up with the Minister of Finance. No small bank starting to-day could hope for success.

In 1910 we had thirty-three chartered banks giving a fairly large field for competition, in 1923 we have fourteen. Unless some change is made either by the banks or Parliament, how many banks will we have in 1933? The "Canadian Bankers' Association" comprises a union of the banks just as lawyers, doctors, retail and wholesale merchants and labour men have organizations for furthering in their proper way their respective purposes. The Canadian Bankers' Association does a good service but like every other class of business the heads of our banks work to make the maximum profit, and while they have organized efficiency in a powerful association with a monopoly on most of the finance of Canada the average citizen and business man has very little actual control through Parliament or in any other way. It was for that reason at the last Session I advocated the establishment of a centralized reserve bank system with rediscount facilities, disciplinary and inspecting powers over certain banking operations and a responsibility through Parliament to the people of Canada. My proposal was to take from the British system and the United States federal reserve system those principles of a reserve bank which would be applicable and practical to the conditions of Canada.

The commencement of your article refers to this attitude "as a somewhat

(Continued on page 16)

SHAREHOLDERS OF HOME PROTESTING

Arguments Being Advanced Against Call Under Double Liability Clause

In his objection to being placed on the list of contributories to the Home Bank, Norman C. Stephens states that "the Home Bank is not now, and never was, a chartered bank within the provisions of the Bank Act of Canada and amendments thereto, and consequently the double liability is not applicable." He goes on to allege that he was induced to purchase his shares by fraudulent statements of the directors and by certifcates of the auditor of the bank, and that the liquidator is estopped from invoking the operation of the statutes of Canada where fraud has been proved. By reason of its insolvency, he says, the Home Bank had no status as a bank under the statutes of Canada on the date of his purchase of the stock. He further objects to being called upon to pay up, because actions, he understands, have been entered against the directors of the bank to recover money from them.

R. A. Reid, acting on behalf, of the estate of Sir Rodolphe Forget of Montreal, and for Lady Marie Louise McDonald Forget, Maurice Forget, Pierre Cosgrain, Gillies Forget and Jacques Forget, and also on behalf of Hon. Senator A. McCall, Simcoe, has filed an elaborate defense for his clients.

He demands a complete accounting and realization of all the assets and resources of the Home Bank before any further sums of money are paid by any shareholders to the liquidators. He also says the bank has been insolvent for a long period of years, and "by false and fraudulent schemes, and obtaining money from the shareholders and public, by false pretenses and public swindling the shareholders have been defrauded, and the property, assets, funds and moneys of the bank have been wasted, dissipated and lost by the fraudulent lending of money which the directors knew or ought to have known would never be repaid, and that the bank had no legal right or power to sell its stock under these conditions."

Bishop Fallon Protests The Double Liability

Many and varied are the objections raised by shareholders in the Home Bank concerning the application of double liability. Among objections filed at Osgoode Hall is one by Bishop Michael F. Fallon of London, who is against his name being entered as a contributory in respect of double liability on these grounds:

(1) The assets of the Home Bank have not yet been liquidated, and it is impossible for the liquidators of the Home Bank to say what sums, if any, will be required from the shareholders to enable the depositors to be paid in full.

(2) In the event of the assets of the bank not proving sufficient to pay the depositors in full, it is understood that the Dominion Government, considering its responsibility in the matter, has under consideration a scheme to co-operate with the Canadian Bankers' Association to pay the depositors in full.

Harry Green, of Owen Sound branch of the Canadian Bank of Commerce, has been transferred to Southampton.—The Free Press, London.

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From Our Own Correspondent.

MONTREAL. — The interesting achievement of a bank with only seventeen branches handling the savings of no less than 225,000 clients, and with total deposits of more than $50,000,000, is the record of the Montreal City and District Savings Bank. The annual report for the year ended December 31, 1923, which has been issued, indicates that for the first time deposits have crossed the $50,000,000 mark.

Net proftis for the year amounted to $268,101, as compared with $247,439 in the previous year, representing an increase of $20,662. The balance brought forward from last year's profit and loss account was $405,528 making a total of $673,630. From this amount have been paid four quarterly dividends: $7,500 has been contributed to various charitable and philanthropic funds—independently of the amount of $10,000 interest on the Charity Donation Fund, distributed as usual. The sum of $250.000 has been added to the reserve fund, increasing the latter to $1,600,000 leaving a balance at the credit of porfit and loss account of $216,320 to be carried forward to next year.

Deposits and Assets Up

In the balance sheet there are more interesting changes due to the expansion of the bank's activities during the past year. As the bank's funds are invested entirely in bonds and debentures, or call loans, on such securities, there is a considerable increase in the holdings of these. On the other hand, call loans have declined somewhat. Assets compare as follows:

	Dec. 31, '23	Dec. 31, '22
Cash	$ 8,391,148	$ 8,312,018
Dom. and Prov. Gov. bonds	17,156,671	14,654,140
Mun. bds. & deb.	18,824,086	16,688,870
Other bds. & debs.	1,202,551	1,172,553
Bds. of sch. mun.	396,731	406,861
Sundry secur.	224,000	224,000
Call and short loans secured	6,513,161	7,387,581
Donation Fund investment	180,000	180,000
Bank premses	1.170,000	1,100,000
Other assets	46,172	70,043
Total	$54,104,523	$50,196,069

Deposits have increased from $46,353,339 to $50,182,085.

At the annual meeting this week the president, Hon. Raoul Dandurand, drew attention to the fact that liquid assets amount to more than 100 per cent. of liabilities to the public.

Gold production in 1923 of South Africa totaled 9,133,060 ounces, increase of 2,112,950 ounces, or 31 per cent. over 1922, being exceeded only by 1916, of 9,296,618 ounces. In 1923 declared value was £40,178,170, increase of £8,799,607 over 1922.

Weekly Bank Clearings

(In comparison with same week last year)

EASTERN CITIES

	Feb. 7, 1924	Change	%
Toronto	$168,293,788+	$82,133,199	95.3
Montreal	132,117,927+	40,695,733	44.5
Ottawa	6,882,117+	956,498	16.1
Quebec	5,634,214+	1,694,061	43.0
Hamilton	5,157,291+	241,416	4.9
St. John	3,219,210+	679,988	26.7
Halifax	2,885,298+	287,645	11.1
Windsor	2,519,336—	256,630	9.2
Kitchener	1,100,488+	145,485	15.2
Brantford	938,430+	42,858	4.8
Sherbrooke	874,837+	75,150	9.5
Peterboro'	747,703+	109,940	17.2
Moncton	736,167—	241,740	24.7
Kingston	673,790+	90,890	15.6
Total East	$331,781,094+	$126,654,458	61.7
London	2,810,103	—	—

WESTERN CITIES

	Feb. 7, 1924	Change	%
Winnipeg	$45,702,309+	$9,025,195	24.6
Vancouver	15,782,748+	3,767,947	31.3
Calgary	7,652,470+	3,257,393	74.1
Edmonton	4,510,116+	336,567	8.0
Regina	3,316,868+	533,046	19.2
Victoria	1,923,606+	33,591	1.7
Saskatoon	1,726,630—	210,061	11.3
Moose Jaw	1,185,337+	228,413	23.8
Ft. William	984,372+	194,790	24.7
New West'r.	593,497+	5,150	.9
Lethbridge	497,005—	98,884	16.6
Brandon	486,438—	42,514	8.0
Medicine H.	390,426+	44,359	12.8
Pr. Albert	357,698+	23,101	6.9
Total West	$85,100,015+	$17,098,103	25.1

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PUBLISHED BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

143-153 University Avenue, Toronto.

MONTREAL, Southam Building, 126 Bleury St., F. S. Chalmers; WINNIPEG, 610 Confederation Life Building, E. H Hawkins; BOSTON, 734 Old South Building, C L. Morton; NEW YORK, Room 1606, St. James Building, 1133 Broadway (Corner 26th Street), A. R. Lowe; CHICAGO, Room 1004, Federal Life Building, 168 North Michigan Boulevard, Phone Dearborn 8694; GREAT BRITAIN—London, The MacLean Co. of Great Britain, Ltd., 88 Fleet Street, E. C., E. J. Dodd, director.

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FEBRUARY 15, 1924

Edited for the thinkers of the nation—those people who analyze correctly and draw proper conclusions and who are responsible for the Nation's sound thought on matters political and economic.

MAKING ANNUAL MEETINGS MEAN SOMETHING

WHY are the annual meetings of so many large corporations merely perfunctory affairs, run on a cut-and-dried plan and bringing out nothing new for the shareholders or the general public? At the ordinary annual meeting of a company the secretary reads the notice calling the meeting, the minutes of the last meeting are taken as read, the president reads the report that everybody else has already read, the shareholders stand by and watch while some silly procedure to the end of depositing one ballot in the presence of two much-embarrassed scrutineers is engineered for the re-election of the old board of directors, and then the meeting is adjourned.

What an opportunity has been wasted to deliver a message that will win the goodwill of the shareholders for the management and the goodwill of the public for the corporation! The meeting has performed no useful positive function; indirectly it may have performed a negative function in preventing the concealment of an unsatisfactory state of affairs, for it does give an opportunity for the shareholders to ask questions of the directors face to face.

The banks and most of the trust and insurance companies have come to realize the latent possibilities in an annual meeting for publicity of the constructive type. Some of the industrial corporations have given life to their gatherings. The president of the British Empire Steel Corporation utilized the company's last annual meeting to deliver a well-directed exposition of the company's attitude toward radical labor leaders. This was a welcome departure that should find many followers.

One result would be that instead of a half a dozen shareholders turning up to a meeting it might be necessary to hire a hall to house those who would want to attend. It would be good business for the company if the president could stand up once a year before a large group of shareholders and give them an important message bearing not only on the company's affairs and their relation to the public but on general business and economic conditions.

EASY MONEY AND CHEAP MONEY

EFFORTS to stampede Western farmers into demands for provincial banks or other experiments to create easy money have been defeated at recent conventions of grain growers in Alberta and Saskatchewan. The Grain Growers Guide tells the farmers frankly that relief from the present situation does not lie in this direction:

> The history of farmers' movements on this continent shows that in every period of hard times there arises a demand for revolutionary changes in the currency and credit system. Many such movements have swept over parts of the United States and have even become issue in elections, but have accomplished nothing. Here in Western Canada numerous plans have been proposed to replace our currency banking and credit system. The Guide has received many of them that demonstrate to the satisfaction of the authors how easy it is to create a system which will provide plenty of money for everybody and banish our troubles. Several schemes were laid before the banking committee at Ottawa last session. Major Douglas, from England, was there and gave evidence at great length on his scheme which has had considerable vogue, and in support of which he has published three volumes. When he was through nobody understood much more about it than when he began. The general plan of these schemes is to create "easy money" with the idea that everybody will be able to pay off their debts and have plenty of money for all their needs. Germany is the outstanding example of the effect of "easy money" carried to the extreme. Other European nations have tried it with the same result every time.

At the same time the Guide draws a rather indefinite distinction between cheap money and easy money, by urging that as what the farmer needs is lower interest rates, government credits should be used to this end. But as the price of money is controlled by the laws of supply and demand it is hard to see how the interest rate is to be reduced unless the supply is increased—and that would be a necessary accompaniment of government credit. Further, it should not be forgotten that as government borrowing or other use of government credit increases just so will the interest rate tend to rise, and higher rates will not only be paid if money is borrowed on government credit for agricultural purposes, but also for all other government purposes — and for this the people of Canada must assume liability as taxpayers.

THE FINANCIAL POST agrees with those bankers who believe that there is at present a barren field of credit in Western Canada, but the problem is not to be solved by creating easy money or by the indiscriminate use of government credit. The proposal for a co-operative effort on the part of the banks, mortgage institutions and the government to aid those farmers entitled to further credit would seem to be a more practical proposal; it would mean further credit in deserving cases without establishing costly machinery and without giving politicians an opportunity to be free-handed with the public purse.

It would be well to recognize that the only sound method of reducing interest rates is to abolish legislation interfering with mortgage security and meet arrears of interest. When security is restored and interest assured, capital will flow back again and interest rates will naturally decline. Any extraordinary steps which may be necessary to temporarily meet the situation should be recognized in their true light as temporary expedients which are in reality deferring a healthy and permanent adjustment.

CANADA NEEDS DEAN HOWE, FORESTRY EXPERT

THOSE who appreciate the great importance to Canada of a sound, progressive policy of conservation and reforestation in the handling of our forest resources will learn with relief that Dean Howe, of the School of Forestry of the University of Toronto, is unlikely to accept the very attractive offer made to him by an American university.

The university school is doing a very important work under Dean Howe. He is devoting himself to the country's practical problems while the heads of some of the other departments are worrying over woolly, socialistic schemes to "abolish capitalism and wagery."

GERMAN FARMERS READY TO MOVE

GERMAN farmers have suffered in the manipulation of the mark by which the great middle classes of the German people have found themselves shorn of their wealth. The situation in Germany to-day, with extremes of poverty and wealth, is the result. Wealth has accumulated to those few who were in a position to take advantage of the situation, while the city masses are short of food. This shortage of food is not actual in Germany as a whole, but is the result of the policy of the farmers in refusing to sell their products for marks which soon decline to a fraction of the value at which they accepted them. Now they merely sell from their stores to get money for immediate purposes, preferring to retain their products to getting marks of doubtful value.

It is not hard to understand then that there are many of the best class of German farmers who are ready to leave the country. A German who is friendly to Great Britain and who is well in touch with conditions in Europe says that Canada would make no mistake in taking these German agriculturists. He says they will become good citizens, will mix and can be readily assimilated. But he strongly advises against taking Germans from the industrial centres. They have been turned into poor citizens by Kaiserism and Junkerism.

Hard working, frugal German farmers are not to be classed with industrial workers from the hot-beds of unrest in the cities in considering Canada's policy toward German immigration.

THE LESSON FROM OLD CANADA

IF THERE is any lack of confidence on the part of those who are looking to the future of Western Canada, they should gain courage from such a picture of the past as was painted for the shareholders of the Canada Permanent Mortgage Corporation by the vice-president, E. R. C. Clarkson. Mr. Clarkson declared that in the present situation we should remember what the pioneers of older Canada had succeeded in doing:

> Their freight rates were high and their transportation wretched. Their clothing was dear, but they raised what they ate and knew nothing of canned food. They had no motors but hauled their grain long distances to the nearest market. They had no electric light and the modern farm machinery was as unknown as an aeroplane. The name of the Ontario farmer to-day is and has been for years synonymous with prosperity, yet I venture to say that the greatest and most arduous effort in the lives of those Ontario pioneers was the clearing of their land—necessary, before any crop could be reaped, and taking long in its accomplishment.

And it might also be pointed out that the pioneers of older Canada won through by hard work, by determination, and by solving their own problems—they did not have government credits, fiat money, moratoria legislation or any of the other expedients which are being suggested by politicians who would have the people believe that they can be led out of the woods by merely whistling on the government.

In Western Canada to-day, while a few disgruntled agitators are seeking legislative experiments, the majority are solving their own problems by changing their methods and by mixed farming, making a profit where the wheat gamble has proven unsatisfactory. Mr. Clarkson referred to visits to such farms which "carried conviction that of the great bulk of the farmers on the prairies prosperity came chiefly to those who cultivated farms of moderate area, largely by their own labor and that of their families, who avoided the credit purchase of large blocks of land, who raised mixed crops and whose great desire was to create a permanent home."

Judging by the history of older Canada, the prairie provinces with clear, fertile lands, with the advantages of modern machinery and with splendid transportation facilities, have a future which only the pessimistic could doubt.

EDITORIAL NOTES

IN CRITICIZING Toronto's inadequate street lighting, the Mail and Empire declares that such a service from a private corporation would not be tolerated by the public.

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AS MIGHT have been expected, the United Farmers of Alberta in their recent convention defeated with applause a proposal to set up a separate British Dominion in the western provinces.

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IT IS pointed out by the Commercial West of Minneapolis that the efforts of Washington to get the farmers to co-operate in their business affairs are only second to the efforts to smash similar co-operative organizations in industry under the guise of trust-busting.

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WITH EARNINGS of $2,000, a Calgary citizen has to work three weeks and two days of the year to pay his federal, provincial and municipal taxes, according to figures compiled by the Calgary Herald. The per capita tax for every man, woman and child in Calgary is more than $125 a year.

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AT A RECENT meeting of the International Farm Congress in Kansas City, attended by representatives of leading farm organizations in the States, a resolution was passed emphatically protesting against further wage increases until the farmers' dollar has recovered its fair purchasing power.

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IN THE United States there is a development, through the rapid extension of labor's financial institutions (over forty union banks have been established) of a movement which, in effect, makes capitalists out of workers, and the educational value will be very great in the future, in that labor leaders will become better acquainted with the functions and uses of capital and more inclined to cooperate with it for the best good of both elements.

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HAMILTON'S share of the revenue of the street railway company last year was $83,000—an amount sufficient to have a definite effect on the tax rate. The Hamilton Herald comments: "When the decision has to be made whether the city shall take over the street railway, the 8 per cent. on the gross receipts, besides the ordinary city taxes on the property, will have to be considered."

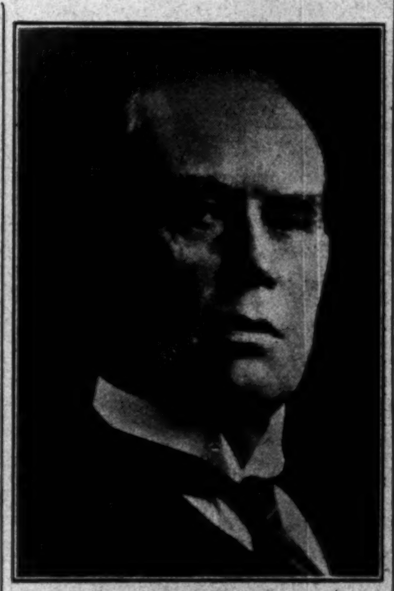
• • • •

IT IS very well pointed out by the Victoria Times that the section of the British press which has been working itself up into a state of almost feverish excitement about the fate of two or three hundred harvesters has, wittingly or unwittingly, completely ignored the fact that more than 11,000 out of nearly 12,000 of these men are too busy working to talk about themselves and write to the newspapers to correct the unfair impression which the obvious misfits have created by the assistance of apparently uninformed newspaper comment.

He is Rated as the Greatest Business Executive in Canada

Sir Herbert Holt Came Out From Ireland to Make His Way in Canada and Rose Through the Ranks to Front Place Among the Financial and Industrial Leaders of the Country

By FLOYD S. CHALMERS.



Sir Herbert Holt.

There was once a fairy tale of a man who was called King Midas, and for a while, at least, everything that he touched turned to gold. Nevertheless, poor King Midas did not have much fun. The reason is obvious; King Midas was not able to enjoy the keen happiness of achieving things through his own efforts. The doing of things provides greater happiness than the actual reward for the task. And so it is with getting wealthy. There are few of the rich men in Canada who have sought wealth for wealth's sake. Some of them appreciate wealth for the opportunities it gives them for service. Most of them do not start out with the aim of becoming wealthy; they acquire wealth in the process of fulfilling other important aims.

The mere fact that Sir Herbert Holt is probably the richest man in Canada is not of any great importance. But the fact that Sir Herbert Holt is one of the great builders of Canada is of supreme importance. The monuments to Sir Herbert Holt, works that will last, are the sections of the Canadian Pacific Railway that he built; the vast chain of power plants and transmission lines in the province of Quebec that he conceived and constructed; the bank, the industrial companies, and the other enterprises that he helped to bring into being.

When He Came to Canada

Young Herbert Holt was a raw-boned, sturdy young Irishman of nineteen years when he landed in Canada in 1875. He had come from a good Irish family and had studied civil engineering in a small way in Dublin. He went through Canada as far as Ontario and landed his first job with James Ross, who was then building a rambling litttle railway north from Lindsay, Ontario, into the lumbering country around Haliburton. Ross was a young engineer, new to Canada, and just getting started on his career that was going to establish him as one of the greatest contractors Canada has ever known. Holt was mighty fortunate in getting his Canadian start with such a commanding pioneer as Ross. When Ross finished the Victoria Railway, as this line was called, he undertook to build the Credit Valley Railway out of Toronto for George Laidlaw. Ross was so much impressed with the rapidity with which Holt picked up the fundamentals of railway engineering that he took him to Toronto and made him superintendent of the Credit Valley Railway. Holt was still under twenty-five.

Worked With Mackenzie

On the Credit Valley he worked alongside of Ross, William Mackenzie, and others who were to achieve a measure of business success. Even at that early date the characteristics that were in later years to give their stamp to each man were clearly marked. Holt drew, it is said, three tens and a five in his pay envelope every month. He lived on the $5 and saved the $30. He was looking ahead to the time when he could become the boss of other men, an aim he was soon to attain. Bill Mackenzie drew about the same monthly stipend. But he spent his $35, and when he found that one of the other men on the line had saved $600, he borrowed that. It took the most strenuous efforts of James Ross to get the loan repaid.

Mackenzie had not squandered the money, but he used it to get into the contracting business in a small way. Mackenzie and Holt went on through life on pretty much the same principles they laid down then. Mackenzie to the day of his death was scheming big developments and carrying them out with borrowed money. Holt has always saved the money first and then gone ahead with his plans. He even carries out that principle in Montreal Power. The company is seldom a borrower through bond issues, but builds new power plants, transmission lines and gas mains out of the money that it has earned and accumulated. The fertile soil of Holt's field of work has borne bountiful crops because the ideas have been fertilized by the savings Holt has ploughed back into the soil.

Holt Goes West

Holt became resident engineer in charge of all construction work on the Credit Valley line, and, when Ross went West to take part in the building of the C. P. R., Holt went with him. Ross became superintendent of construction of the prairie division of the new line and he had to have his right-hand man with him. Holt, however, did not last long as an engineer. He soon saw that there were bigger opportunities and more money as well in contracting rather than in overseeing the work someone else had contracted for.

He dropped his post of salaried engineer and undertook contracts to build long stretches of line. He got more and more contracts and sub-let these contracts down to the last possible degree of sub-division. It is stated that under Holt even the water boy had a contract. Holt was always an individualist; to-day he is Canada's greatest exponent of the theory that every man should be permitted to work out his own plans unhampered by paternalism, or semi-socialistic legislation. He does not believe in public ownership and has carried his opposition to public ownership further than any other man. Undoubtedly a great deal of his sentiment in this regard was formed in those early days when he was helping to build the C. P. R., for he learned then the value of bringing out everything there is in a man by making it possible for him to be rewarded for everything he accomplishes.

Holt would get contracts for stretches of line. Then he would let out other contracts for small portions of the larger distance; the subcontractors in turn would let out contracts for grading, for laying rails, for culverts, and so on. The process was carried on until individual workers were given contracts for digging so many cubic yards of work. The plan worked well. Every man worked hard because he was working for himself, and his financial returns were measured only by the amount of work he accomplished. Laborers on a day wage made $2 a day. Those who took contracts made $10 to $12 a day. They worked harder but they made more money. And the C. P. R. did not lose out on the deal. One $10-a-day man did more work than five $2 men. Altogether apart from the question of cost there was the question of time. The C. P. R. could never have been thrown across Canada in the years allotted to its construction if it were not for the driving force of such men as Holt and such methods as Holt introduced.

For nine years Holt built railways on the prairies and across the treacherous passes of the Rockies; in the state of Maine, and then in the West again, where he built more branch lines.

Comes to Montreal

After nine years of railway building a period of depression settled down in the country. The railways were finished; the West was being peopled, and conditions were shaping themselves for great prosperity. But there was no field for a railway engineer or contractor. Ross and Holt came East. Ross plunged into the rehabilitation of the horse car systems of Toronto and Montreal, and Holt, now a very wealthy man, as wealth was measured in those days, interested himself in the gas and electric power situation in the city of Montreal.

He had already become a fairly large shareholder in the Montreal Gas Company, which had had a variegated career since its formation by the leading citizens of Montreal in 1848. He saw a condition that offered wonderful possibilities for a man of vision and constructive genius. Montreal and district was being served by a dozen or more little companies that were producing gas, electricity, and distributing the energy in haphazard fashion; all of them bickering and fighting among themselves. Holt acquired control of the Montreal Gas Company and the Royal Electric Company, and then proceeded to build up around these two companies the company that is now known as Montreal Light, Heat and Power, Consolidated. From the beginning Holt pinned his faith in electricity. At a time when the uses of electricity were little understood and the possibilities of development and distribution of water power were almost unknown, Holt saw with clear vision that electricity was going to be the great motive force of the coming generations, and he shaped his plans accordingly.

His Own Consulting Engineer

In the course of the time that he was knitting together the fabric of his power interests he traveled the world over studying electrical developments and installations and distributing system in other countries. He was his own consulting engineer, depending upon his personal examinations to lead him along the most modern and scientific paths of development.

Holt ruled with a firm hand in all the negotiations that led to the gradual building up of his power company. He bought out nearly all of his competitors and incorporated their enterprises in his own. Where plants and enterprises were not for sale or were not worthy of the price asked for them the sheer power of competition from the great Holt enterprise forced them out of business. The present Montreal Light, Heat and Power represents the amalgamation of a score or more of different companies. It has a capitalization of $64,000,000.

The original stockholders in Montreal Power have had enormous returns. The record of the results of this company is of great interest, because it is the record of the business operations of Sir Herbert Holt during the past thirty years.

The Returns Have Been Big

Assuming that the original stockholders of the Montreal Gas Company or of the Royal Electric Company paid $100 a share for their stock they now hold seven and a half shares of stock in the present company, valued around present market levels at nearly $1,100 for their original $100 investment, in addition to dividends in the interim. A shareholder in Royal Electric who had 180 shares in 1896, valued then at $28,800, figures that the same shares to-day are worth $226,800. This includes dividends and rights in connection with new issues made from time to time. Holders of the stocks in most of the other smaller companies that are now part of Montreal Light, Heat and Power have had similar returns.

What has served to build this equity into these shares? It has been Sir Herbert Holt's policies of paying small dividends and using earnings to build up the properties; to add new power dams, canals, and generating equipment; new transmission lines; additions to the distribution system in the city, and new buildings. Every dollar taken from earnings to put in new equipment has begun at once to earn a good percentage for the company, and these earnings in turn have been invested in additional revenue-producing equipment. And in time a vast and immensely valuable property has been built out of scattered units.

Regard for the Public

The company, despite these apparently enormous profits, has been able to retain the confidence of the public it serves, chiefly because there has never been anything of the "public be damned" policy in the Holt enterprises. Not that Sir Herbert Holt has diligently worked to carry the public along with him. It may as well be frankly stated that he has been widely criticized for declining to make any attempt to win public support by frank, open discussions of the company's relations with the public. Holt's method has been different; to be fair to the public, give good service at low rates, and insure the goodwill of politicians and the man on the street as well, by giving a square deal to the public and expecting the public to give a square deal in return.

The nearest that Sir Herbert Holt ever came to getting voluntarily into the limelight with his power enterprises was a few years ago when he offered to donate $10,000 to charity if Montreal's rates for electricity were not lower than Ontario's rates under public ownership. The only condition was that Sir Adam Beck, the head of the Ontario Hydro, should back his own rates that he had been talking about for so long with a similar sum. Sir Adam never accepted the challenge. Sir Herbert declares that the gauntlet still lies at the feet of the Ontario power knight.

But Sir Herbert Holt's policy of dealing with the public he serves has succeeded admirably. One wonders though if it would have succeeded so well outside of the province of Quebec, where there are deep-rooted traditions of conservatism and respect for property rights.

The Holt who has built such a group of enterprises as the central pillar of his important business interests is not the Holt one sees on the Royal Bank's five dollar bills, but a firm-mouthed, square-jawed man of strength and resolution; a man of strong mental equipment that is geared to serve his business aims. He is plunged deep in business. Public functions annoy him. He is very friendly to his friends; to others he appears distant—even cold. This has given him a reputation for abruptness that is, however, not justified. One has only to win the confidence of Sir Herbert Holt to penetrate the reserve of the man.

Essentially a Builder

Holt is essentially the builder; one of the sanest and soundest of Canada's builders. In the field of banking he has been the vital force in putting the Royal Bank second among Canadian banks and in broadening its functions to include service in lands beyond the confines of this country. In power development he has been the greatest of Canadian builders, great not only because of the millions of wealth his enterprises have given directly to investors, to contractors and manufacturers, but also because of the fact that each new additional horse power developed has made another machine possible in some factory, and has made a job for another worker.

Canada should rank Sir Herbert Holt as one of the foremost of its great constructive forces. But Canada will not do so—at least not during Sir Herbert's lifetime. One reason may be that Holt has never been "sold" to the Canadian public as have been most of the C. P. R. leaders. He is a powerful but too silent worker for Canada.

PERSONAL

GEORGE CARRUTHERS, new president of the Canadian Pulp and Paper Association, is president of the Interlake Tissue Mills, but he has not always been a paper man. He was born and spent his boyhood on a farm at Avening, Ont., but went to Buffalo, N.Y., as a lad to find employment and a chance for further education. Machinery manufacture and salesmanship claimed the earlier years of his career, he having been with the E. M. B. Holmes Machinery Co. of Buffalo, the Snow Steam Pump Works and other firms. After several years with these companies, during which he demonstrated unusual organizing ability, Mr. Carruthers returned to Canada to take charge of the field work for the International Correspondence Schools and the excellent training and the marked results he got in this line of work were brought to bear. Mr. Carruthers in 1911 decided to return to manufacturing and as a result of many heart-to-heart talks he had with an old friend who is president of a leading group of Canadian paper mills he decided to organize a paper-making company. From the time Mr. Carruthers commenced operations in the paper making industry in 1913, he has made an exhaustive study of the educational needs of the industry, and he has since devoted a considerable portion of his time and his talents to this branch of the work.

City of Victoria, B. C.

5½% Coupon Bonds

Dated 1st February, 1924. Due 1st February 1933-1943.

Principal and half-yearly interest (1st February and August) payable at the Bank of Montreal, in Montreal, Toronto, Winnipeg and Victoria.

Bonds may be registered as to principal.

Denomination: $1,000.

PRICE: Rate to Yield 5.63%-5.57% According to Maturity

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INVESTORS' INQUIRIES

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

COSGRAVE BREWERY

W. H. C., Ontario.—Would you please give me your opinion of the Cosgrave Export Brewery Company, head office in Montreal and operated in your city and oblige?

The company had a good year. There are those who are looking for an increase in the dividend now standing at 6 per cent. The stock is regarded as a good speculation but not being listed does not enjoy a wide market.

CANADIAN AUTOMATIC MACHINE

Investor, Montreal.—Can you give me your advice on Canadian Automatic Machinery stock as a speculation? This can be had for $6 or $7 a share.

Canadian Automatic Machine Corporation has been formed to exploit in Canada a nickle-in-the-slot shoe-shining apparatus. There are always great hazards ahead of any such enterprise and the chances against its success, when it is loaded at the start with the high cost of raising capital by public stock subscription, are very heavy. There may be some merit in the apparatus and a number of successful Montreal business men have lent their names and, we trust, their business guidance to the new company, but, on the whole, it is an enterprise that should be approached only as a long-shot speculation.

WINNIPEG RAILWAY

A. E., Toronto.—I have some shares of Winnipeg Railway common stock. Would you give me a report on this, and also let me know if you think it advisable to hold this, or turn it in on some other stocks?

There is no immediate reason why you should sell your Winnipeg Electric Railway common stock. The company has been meeting with some difficulties, but we feel over the next few years it should greatly strengthen its position because of the broadening market for the power it is developing through its principal subsidiary company, the Manitoba Power Company.

The situation regarding the company is outlined in the attached clipping, which is a copy of an answer sent to one of our readers who inquired regarding Winnipeg Electric Railway preference stock. Pretty much the same things that were said to him would apply in your case.

P. L. ROBERTSON BONDS

Subscriber, Quebec. — Please let me know your opinion of the bonds of the P. L. Robertson Manufacturing Co., Milton.

While the P. L. Robertson Manufacturing Co. had experienced difficulty in making substantial earnings prior to 1921, its connections appear to be well laid throughout Canada. Since 1921 there has been an improvement in business, and the directors felt justified in a further extension of plant and equipment. Accordingly the bond issue was sold in 1922, and recent reports indicate that the company has been making satisfactory progress. The bonds seem well secured by assets, and should prove satisfactory.

Of course, you will understand that this is a comparatively small company, and its securities naturally do not have a wide market. The effect of this is that you might have to sacrifice something should you want to sell the bonds at any time.

LIFE INSURANCE PROFITS

H. S., Brampton.—Can you give me the figures on the profits being paid this year by maturing 20 year life and endorsement policies in North American and Mutual Life of Waterloo.

The profits paid by life insurance companies on all participating policies vary with the age of the insured at entry. For example, the profits paid in 1923 on policies started at age 35 were: Twenty pay life policies, the Mutual Life, with annual premium of $36.60, paid profits of $325.58, and a cash surrender value of $619 per thousand on the insurance; the North American Life, with annual premium of $36.95, paid profits of $266, with cash surrender value of $576. On twenty-year endowment policies of the same age the Mutual Life, with annual premium of $50.20, paid $420 profit, and the North American, with annual premium of $50.55, paid profits at $330. If you send us your correct age we can answer your enquiry more fully. Of course, the profits paid on maturing policies last year do not necessarily indicate what they will be in each company in the future. A company with low profits to-day may have very high ones a few years hence.

EXCHANGE AFFECTS BARCELONA

Manufacturer, St. Mary's.—As a holder of 30 common shares of the Barcelona Traction Company; also one $500 bond, I will be pleased to have some inside information of this company. What are the prospects of this security enhancing in value? Presumably there are little prospects of dividends on the common stock and the bonds practically paid nothing for years and of late have been paying about half the interest.

Recent reports indicate that the Barcelona Traction and its subsidiaries are slowly working into a better position. In recent months the earnings of the companies concerned have shown a tendency to increase. However, the Spanish exchange situation is not good and it not likely that any marked change in this respect may be expected until the European situation improves.

A reflection on the increased earnings is to be seen in the payment of 2½ per cent. on the bonds in place of two per cent. during 1923. It is quite possible that these payments will continue at the present or higher rates in spite of the exchange situation. As over £7,500,000 of the first mortgage bonds are outstanding, the possibilities of dividends on the common are very remote for some time to come. The Canadian directors are: R. C. Brown, vice-president, Toronto; Miller Lash, vice-president, Toronto; E. R. Wood, J. H. Plummer, A. MacNutt.

ONTARIO EQUITABLE STOCK

Investor, Montreal.—Will you be good enough to forward to me any information which you may have on the Ontario Equitable Life & Accident Insurance Co., of Waterloo. Some of the shares of this company are now offered in Montreal at $37 a share and I would like to have your opinion on same.

The Ontario Equitable Life and Accident Insurance Company was started at Waterloo in the fall of 1920, and has met with great success in placing its insurance to date. A years ago, the company absorbed the Policyholders Mutual Life Insurance Company, which added material to its business in force and its assets. According to the fourth annual statement, the insurance in force showed a gain of $11,633,564 in 1923, making a total in force of $24,840,903. The assets were $1,331,605, and the capital and surplus $156,713. Those in control of the company have had wide experience in the insurance field.

The first year of a life insurance company's operations are marked by a struggle to build up a field and office organization, secure a good volume of business at a moderate cost and maintain reserves and assets intact. The record of the past shows that their stock offers attractive possibilities for investors. The market for the stock is not wide, if you desire to sell, but if you are seeking a permanent investment it should prove highly satisfactory over a period of years.

AMES-HOLDEN-McCREADY

R. D. G., Toronto.—Can you give me any information regarding the Ames, Holden, McCready Co., and the present market value of the first mortgage bonds?

There is practically no market for the first mortgage bond issue of the Ames-Holden-McCready Co. There have been some recent sales around 38 to 40 in Montreal, but a higher figure is now being asked, and it is difficult to gauge the actual value. There seems to be considerable difference between ask and bid prices.

The company will shortly issue a report covering the 16 months to the end of December, which will be presented at the annual meeting in April. It is not expected that this report will show a very satisfactory position. Trade conditions are not satisfactory in the rubber footwear business. The number of plants operating makes competition very keen. Further, the Ames-Holden Tire Co. is coming into the field and will manufacture rubber foot-wear in Kitchener. Altogether the future of the company is still indefinite.

The directors are: D. Lorne McGibbon, chairman; R. M. Davy, Francis Hankin, S. J. Le Huray, W. B. Wiegand.

DOMINION IRON BONDS

F. T. P., New Brunswick.—Would you advise exchange Southern Canada Power 1st mortgage bonds at par for Dominion Iron and Steel 5's due 1939 to yield better than 8 per cent.?

The Dominion Iron & Steel Corporation, 5 per cent. bonds, due 1939, are not a first mortgage on the properties, but are subject to a 5 per cent. bond issue due in 1929. This bond undoubtedly has a considerable degree of merit, for it is a mortgage on very valuable properties that must in time be able to demonstrate a large earning power. At the same time it is tied up with the future success or failure of the British Empire Steel Corporation and as this merger has been effective for only a short space of time, earning statements that have been issued to date have not been such as would make it possible to determine if bond interest has actually been earned. There is naturally a good deal of uncertainty in the minds of the investors. If you were to exchange a Southern Canada Power 6 per cent. bond for Dominion Iron and Steel, you would be giving up an excellent first mortgage investment for something of a lower grade. At the same time you would be compensated by a higher yield and we would consider that Dominion Iron and Steel bonds offer a satisfactory opportunity to get a high yield on a bond issue and the possibility of some appreciation in value.

COGSRAVE OR MOUNT ROYAL

W. W., Ontario.—I own $1,000 stock in Mount Royal Hotel Co., with 30 per cent. common. What do you think of the proposition? Would you change it for Cosgrave Export Brewery Co. stock?

The offer of stock in the Cosgrave Export Brewery Company in exchange for stock in the Mount Royal Hotel Company is not particularly attractive. Although the firm which has made this offer to you undertakes to retire the Mount Royal Hotel preference stock at par by giving the holders in payment capital stock of the Cosgrave Export Brewery at 100 cents on the dollar the transaction is not by any means attractive as this phraseology would indicate.

We have been able to obtain a quotation on Cosgrave Export Brewery stock, and are offered shares at $5.50. This would be the equivalent of $55 for each $100 share of Mount Royal Hotel stock, and, at the present time, there is a market for it in unlisted trading at several points above this figure.

The Cosgrave Export Brewery seems to be earning satisfactory profits, and has a fair opportunity ahead of it. The stock may be an excellent speculation at the present prices. Nevertheless, we do not think that the present is the time for purchasers of Mount Royal Hotel stock to try to get out of their purchase. The stock has probably been affected by a number of factors that are having a temporary influence in the present prices, and the stockholders who bought these shares, knowing them to be somewhat speculative, should give the company an opportunity to work out its destiny along the lines that the directors have laid out, especially when the directors are so optimistic of the ultimate success of their plans.

HOLD SEASONED ISSUES

W. L., Montreal.—My present holdings are $700, par value Montreal Tram. perpetual debentures, bought at 80, yield 6¼%; $200, 1937 Victory Bonds bought at par; $200, 1934 Victory Bonds bought at par. Besides the above I have notes and loans owing me which I am collecting on from time to time. At the present time I have a few hundred dollars to invest and expect to have more later on. I was considering the purchase of one or two shares of C. P. R. and three or four shares of National Breweries, both at the same time. The C. P. R. I would purchase with a view of holding it. Do you think it will go up in the near future? The National Breweries I would buy in the hopes of the dividend being increased and a consequent rise in the price of this stock of about ten points when possibly I would sell out. Do you think Bell Telephone is due for a rise or do you think that the additional amount required to cover dividends on the new issues will hold the price down for awhile? Perhaps you have other suggestions which you would care to make and which I shall be glad to receive.

You are reasonably safe in purchasing Canadian Pacific Railway and Bell Telephone stocks. Taking the long range view it seems almost certain that both of these securities will enhance in value, for they have reached the class of investment securities that fluctuate more with interest rates than with actual internal conditions in the companies themselves. And if, as we are assured by most economists, we are in for a gradually declining rate of interest on borrowings, there should be a substantial improvement in both of these stocks. We do not feel that the issue of new stock by the Bell Telephone Company will have a tendency to keep down prices for any length of time. Every dollar invested by the company in revenue producing equipment begins to pay its way practically at once, and the additional stock is being issued to raise money for equipment for which there is already a demand.

National Breweries is not as satisfactory a purchase. There is a strong bullish feeling regarding Breweries at the present time, but the stock is selling at more than 200 per cent. of its par value, and is paying a dividend at the rate of 16 per cent. and there is no assurance of the dividend being increased. Moreover, we would feel that the stock at the present price discounts the possibilities of a dividend increase, and it is entirely a speculative proposition whether the stock has real profit opportunities in it at the present time.

For one in your position, and owning investments of only moderate amounts, we would consider it would be wise not to attempt speculative investments, but that you should hold to the more seasoned issues, such as C. P. R., and Bell Telephone, which you mentioned.

Keep Up the Policies

Reader, Alberta.—I would like a little advice on the following: I have just read your article on the increasing number of lapsing insurance policies. Here is my case. I am working on railroad as foreman, wages, $206.50 a month, married, 3 children. Thanks to the sound advice found in your paper I have accumulated $5,500 in Victory bonds. Out of my $2,400 a year I save $1,400. Three years ago I took a joint life policy 20 pay on the lives of myself and my wife. So far everything was lovely, but last year I took $4,000 more. This now saddles me with a liability of $21 a month premiums, being about $250 a year. The point is this: My earning capacity to-day is $200 a month. Next week it may be $50 a month. As this policy does not carry a disability clause, where am I at? Although it seems poor business, is it not better to lose $200 than to keep on paying? Another thing, interest of Victory bonds and bank account is about $30 a month. This would help to keep us on a small farm. How will it do if I have to pay $250 a year when my earnings have dwindled from $2,400 to $500? You may say that I am a pessimist. The teachings I received from your paper were for a married man to look to the future. It is not as if I could not save, and needed insurance to compel me to save. I intend keping the $1,000 policy on which I have made already four payments and dropping the $4,000.

Your $1,000 joint twenty-pay life policy is good, and your purpose of continuing it is sound.

You do not state on what plan the additional $4,000 of insurance was placed. However, as it would mean a loss of $200 to you to drop it, we assume that it was endowment. We would not advise you to drop this insurance except as a last resort. The reasons for this are as follows—in the event of your death the anxiety concerning a reduced income would be transferred from yourself to your wife. Your $5,500 savings along with your $5,000 insurance would leave her with $10,500. The income from this in a sound investment would scarcely exceed six per cent. totalling $600 a years. However, instead of continuing the $4,000 endowment insurance, we would advise your approaching the company or its agent and converting the insurance into a twenty-pay, or even twenty-five or thirty-pay life policy. In this way you maintain the same protection with practically half the former premium. If you still feel that this premium is too high you might suggest having it on the non-participating plan. This would mean that your premiums would be slightly lower, but that you would have any right to participate in the profits on the insurance.

In securing limitted pay life policies you get high protection for lower premiums, and you still have cash surrender and loan values in the policy after the third year. While these are much less than in the case of endowment insurance, they make it possible to regard your insurance in a sense as a saving, because, should you be in financial difficulties, say twelve or fifteen years from now, you can either borrow up to a high percentage of the cash surrender value, or, if necessary, surrender the policies and receive the amount of cash. The agent will be able to show you a full schedule of the values.

LAPSING INSURANCE

Subscriber, Brampton.—I give you details of my life insurance, and would be very glad to have any suggestions as to changes, etc., in confidence and without prejudice. $4,000, 20 year endowment North American Life, with profits, age 26 years, premium $49.90; $2,000, 20 pay life, Northern Life Assurance Co., non par., 28 years, premium $26.25; $5,000 20 pay life, Mutual Life of Waterloo with profits annually, 30 years, premium about $33. This policy has only been in effect nine months. Please advise whether you would suggest dropping the Northern in favor of the Mutual, or would it be to my advantage in the end to keep the above? I am 31 years of age, married, 2 children, and this is a whole lot of money for insurance.

We would not advise dropping any of your insurance. The total of $11,000 would scarcely yield a return of more than $600 or $700 in sound investments to your beneficiary. Moreover, to drop any of these policies, being in earlier years, you would lose a portion of the money paid in—which the company retains to cover the heavy cost of placing the policy and attending to it in the early years.

However, if you feel that your premiums are too big in proportion to your income you might approach the first company with the suggestion of continuing the $4,000 insurance on a twenty-pay life plan. In this way you retain the protection and insure the completion of the payment during the productive part of your life—that is twenty years—but, of course, reduce the cash surrender value in the policy.

CURRENT OPINION

THINK CANADA OVERTAXED

(Vancouver Province)

Some of the foreign ships now in port, handled through their head offices, are going to take some money from Vancouver through, it is said, a misconception of Canada which is held in the head offices. Several of the vessels have received orders to go to Seattle to take stores, the head office's belief being that taxes are lower in United States than in Canda, and naturally the stores could be purchased more cheaply. By such a practice the ships going to Seattle would lose three to five days at $500 to $600 a day.

The captains object to this loss of money and time, but the companies are insisting, believing that in spite of the lost time the ship would make money, because the reports in their countries are that Canada is taxed so highly that the commerce must charge high prices to meet the requirements of business and government. The Vancouver Merchants' Exchange and the Board of Trade are to be asked to take a hand in the matter.

NEW IMMIGRATION POLICY

(Ottawa Journal)

Mr. Robb's new immigration policy in respect of British settlers, seems fair and sensible. Under its provisons the British and Canadian Governments are to go fifty-fifty in the cost of bringing select British settlers to Canada, and, after the intended settlers reach here, the Canadian Government is to see to it that they get on the land.

The last provision is particularly commendable. Up to the present it has too often been the case that immigrants have been lured to this country by glowing promises and then left to shift helplessly in some Canadian city, the ultimate ending being that hundreds were either stranded and became charges upon local communities or returned home to damn Canada to their fellow-Britons ever afterwards.

What Canada needs is not immigrants who are mere birds of passage, but immigrants who will stay here. Up to the present the birds of passage have been at least as numerous as the permanent settlers—emigration to the United States makes that clear. If Mr. Robb can replace transient settlers by permanent immigrants he will confer a national service.

WILLIAM HUME BLAKE

From the first telegraphic advices of the sudden death of Hume Blake on the golf links at Victoria, it was assumed by THE FINANCIAL POST that they referred to Hume Blake, chairman of the Toronto board of Huron and Erie Mortgage Corporation, and son of Hon. Edward Blake. Later it became known that the sad news referred to William Hume Blake, of Blake, Lash, Anglin & Cassels, the Toronto firm of barristers, and son of Hon. S. H. Blake. Apart from his practice, deceased was well known in the literary world, particularly as the translator of Hemon's novel of French-Canadian life, "Maria Chapdelaine."

Bell Telephone Rights

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We shall be glad to give holders, at their request, information on these rights.

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MONTREAL QUEBEC OTTAWA

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New Issue $1,016,000

City of Edmonton

5½% Bonds

$43,000 due March 1st, 1934
973,000 due March 1st, 1944

Principal and half-yearly interest payable in Toronto, Montreal, St. John, Winnipeg, Edmonton or Vancouver.

Denominations: $1,000 and $500.

Edmonton is the capital of the Province of Alberta and has a population of 58,800. The City's finances are exceedingly well managed and its position strengthens with each succeeding year. We believe this to be an excellent opportunity to obtain a high interest return combined with the security of a large Canadian city.

Price: 97 and Interest
1934 Maturity Yielding 5.90%
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Write for fully descriptive circular.

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6% Bonds due April 1, 1924

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For February Funds

In view of the fact that there is no more large financing contemplated in the near future, it is almost certain that there will be a marked scarcity of high-grade Government and Municipal bonds, and we would advise that you take advantage of the attractive investment opportunities which are now available.

To those anticipating funds in the near future, we would suggest that our new February Bond List contains a wide range of bonds worthy of your immediate attention.

We would be pleased to forward a copy upon request.

Gairdner, Clarke & Co.

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Members of the Montreal Stock Exchange

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Mills at Keewatin, Portage la Prairie, Medicine Hat

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NEWS AND VIEWS ABOUT BONDS

CANADIAN HOUSES OFFER $1,016,000 EDMONTON ISSUE

Interest in Market Sags But Prices Hold Firm

Trading in the bond market during the past week has been listless and productive of no important developments so far as the Canadian field is concerned. Buying among institutions has been restricted and private investors are showing only moderate interest. However, prices have shown little sign of reaction and the bids of dealers on new issues offered indicate a keen desire to secure bonds for selling. The heavy financing completed at the turn of the year, much of it in the United States, has led many to believe that fewer issues will be placed on the market for some months.

Some weakness has been displayed in New York, due largely to the number of big issues offered and the approaching Japanese loan. Much the same condition exists in London. As attention will be focused on this issue, there is reason to believe that Canadian bonds may be neglected for a time and suffer slight weakness in New York.

Offer Edmonton Bonds

The largest offering of the week was an issue of $1,016,000 Edmonton 5½ per cent. 10-year and 20-year bonds, made by a syndicate composed of Wood, Gundy & Company; McLeod, Young, Weir & Company; and Aemilius Jarvis & Company, recently appointed fiscal agents for that city. Of this issue $973,000 are 20-year bonds, $43,000 being 10-year bonds.

Award St. Catharines Issue

An issue of $265,999 city of St. Catharines 5 and 5½ per cent., 10, 15 and 30 year instalment debentures, was awarded to National City Co. at 99.04. The list of tenders is as follows:

National City Co.	99.04
Nesbitt, Thomson & Co.	98.668
C. H. Burgess & Co.	98.52
Dominion Securities Corp.	98.281
Matthews & Co.	98.482
Gairdner, Clarke & Co.	97.946
Murray & Co.	98.11
McLeod, Young, Weir & Co.	98.04

Buy Mersea Bonds

Dyment, Anderson & Co. were awarded $63,338, 6 per cent., 30-instalment debentures, at 105.49, the money costing the township approximately 5.34 per cent. Tenders were as follows:

Dyment, Anderson & Co.	105.49
Wood, Gundy & Co.	105.38
Bird, Harris & Co.	105.00
Municipal Bankers Corp.	104.85
Macneill, Graham & Co.	104.53
Goss, Forgie & Co.	104.35
McLeod, Young, Weir & Co.	104.24

Leamington Sells Bonds

The town of Leamington sold three issues of 6 per cent. bonds privately to C. H. Burgess & Co. They consisted of $19,000 of 10 instalment, $112,000 of 15-instalment and $48,000 of 20-instalment bonds, all bearing interest at 6 per cent.

Sell Bonds Locally

Nelson, B.C., is selling $55,000 of bonds for sewer extensions locally, instead of placing them among dealers.

C. H. Burgess & Co. purchased $8,000 county of Lincoln 6 per cent. bonds at 107.70.

The town of Hawkesbury sold an issue of 20-year 6 per cent. debentures last week at a price of 102.

Gordon Ironside May Sell $100,000 Bonds

From Our Own Correspondent.

WINNIPEG.—In order that an issue of bonds may be floated with the necessary security, a meeting of the holders of Gordon Ironside and Fares Co., Ltd., bonds, issued in 1912, will be held in the board room of the Canada Life Assurace Co., Toronto, on March 7, according to the announcement made here.

A $100,000 bond issue is proposed which will bear interest at not more than seven per cent. and which will mature in five years. It is proposed, however, that this should constitute a prior charge to the trust deed and to the bonds thus secured as a result of the financial arrangements in 1912. To effect this, however, the necessary legal sanctions will have to be forthcoming.

BUYING OF BONDS IS INCREASING IN WEST

Local Selling Common, Manitoba Investors Buy $2,700,000 of Own Debentures

WINNIPEG.—A reflection of the difficulty which confronts many municipalities in Western Canada, in borrowing money by bond issues at reasonable rates, is seen in the prevailing tendency to sell bonds locally. It also indicates an increase in the investment requirements of the Prairie Provinces. This part of the country has always been a borrowing rather than a lending section and the recent tendencies are interesting. In commenting on the development the Regina Leader says:

"A feature of the western investment business in recent months has been the local demand for provincial and municipal bonds. According to one Winnipeg brokerage firm millions of these bonds which formerly went to Toronto, Montreal and New York are now being absorbed in the West. The people of Manitoba have purchased $2,700,000 worth of their own securities in seven months. A similar phenomenon is noticed in Saskatchewan and Alberta. The town of Estevan recently absorbed $22,000 of local debentures in four days."

The same tendency may be noted in some parts of British Columbia, where a number of municipalities have sold their bonds locally. Since the beginning of 1924 two municipalities, Prince Rupert and Nelson, have offered their bonds to citizens over the counter.

WESTERN QUEBEC INTEREST OVER-DUE

But Payment is Promised Within 90 Days of Grace That is Allowed

From Our Own Correspondent.

MONTREAL.—Some little excitement has been caused by the reported default of bond interest on Western Quebec Power bonds. This company, which has $250,000 first mortgage 6½ per cent. bonds, and $50,000 7 per cent. debentures outstanding, did not meet its interest charges, due on January 1, and sinking fund, due April 1, 1923, is also in default.

This company operates in a number of municipalities on the Ottawa River. of which Hudson is a leading point. The trust deed provides for ninety days' grace in the case of interest payments, but in the case of the sinking fund this expired July 1, 1923.

While the whole issue of first mortgage bonds is in the hands of the public, it is understood that only $30,000 of the debentures were distributed. A good many of the bonds are held in the United States.

R. W. Barclay, president, explained that the company had sustained a loss of about $30,000, due to the breaking of a dam, and it had been necessary to husband all available resources to repair the damage. As the company was allowed three months' grace on its interest payments, it had been decided to take advantage of this arrangement to delay payment of the January 1 interest. There would be no actual default until April 1 and bond interest would be met by that date.

Mr. Barclay said that repairs and additions to the company's plant at Isle aux Chats to provide power for the new paper mill at St. Andrews had to be completed before winter set in, so that it was decided to take advantage of the 90 days' grace as provided in the trust deed of the company. He stated that this work was completed January 3.

With regard to default on sinking fund requirements since July 1, 1923, it is understood that this has been adjusted or is in process of adjustment.

More than 6,000 mining claims involving 240,000 acres of land were staked by mining men and prospectors in Northern Ontario in 1923, it was announced at the North Bay office of the Ontario Department of Mines.

DIFFICULTIES IN TAX CUT PROGRAM

But it is Understood That Reduction of 10% in Estimates Has Been Ordered

From Our Own Correspondent.

OTTAWA.—There is no doubt about it that the government has decided to reduce expenditure and thus cut down taxation, but it is doubtful whether the economies which it is hoped may be effected through the investigations of the new auditor general will show themselves in the new estimates.

It is bound to take a new official some time to know what the actual needs of the government service are. Even after he has decided to make changes, it will take some time to put them into effect. Those whose services it has been decided to dispense with will also put up a fight to be kept on. Then the members of the House of Commons will insist on having something to say in the matter.

It is understood that instructions have been issued to the effect that the estimates are to be framed on a basis of a 10 per cent. reduction below those of last year. This means that any saving through re-organization of the Civil Service or the merging of departments will be additional.

Newfoundland Power Financing in Canada

From Our Own Correspondent.

MONTREAL.—A new power development for the St. John's Light and Power Company, and further extensions to the company's lighting power and tramway system in St. John's, Newfoundland, are being undertaken, and a bond issue to the amount of $1,000,000 will be offered in Canada in a few days to finance the work. It is expected that the name of the company will be changed to the Newfoundland Power Company.

The company operates a power plant at Petty Harbor, nine miles from the capital of Newfoundland, and, in addition to selling energy in St. John's, operates the small tramways sytsem in that city. The corporation is a development of the Reid group and is successor to the Reid-Newfoundland Company, which in turn had succeeded the St. John's Street Railway Company.

The capital authorized and at present issued is $1,500,000, and there are no bonds outstanding.

ENDORSE TAX REDUCTIONS

The proposals to reduce taxation are endorsed by the Investment Bankers Association, according to the report of a meeting of the Board of Governors in January. It says:

"The members of the association, regardless of party affiliations, are united in the opinion that reduced and more equitable taxation is a paramount prerequisite to the prosperity of agriculture, labor, industry, and to the general welfare."

UNLISTED BONDS (Montreal Stock Exchange)

	Bid	Asked
Abitibi 6% 1940	..	96¾
Alabama 5% 1962	69	69¾
Algoma Steel 5% 1962	..	36
Ames Holden 6% 1947	42½	..
Belding 5% 1936	86	88
Brandram-Henderson 6% 1939	88	..
Belgo Can. Paper 6% 1943	..	..
Brompton 8% 1941	108	110
Brompton 6% 1939	..	99
Burns, P. & Co. 6½%, 1943	97½	99½
Bay Sulphite 6½% 1943	..	..
Calgary Brewing 5% 1942	76	79
Can. Steamship Lines 7% 1942	94½	95
Can. Light & Power 5% 1949	74½	75½
Consumers Glass 6% 1935	85	87½
Can. Nor. Rly. Income 5% 1930	52½	53½
Can. Steel Foundries 6% 1936	97½	..
Can. Car (Scrip) 6% 1927	..	..
Dom. Iron 5% 1939	..	72
Davies, Wm. 6% 1942	..	85
Dom. Power 5% 1932	91	..
Dom. Textile 6% 1949	102	103
East Koot. Power 7% 1942	97½	..
Fraser Co. 8% 1941	104½	105½
Frontenac Brewery 6% 1951	..	84
G.T.P. 4% 1955	72½	..
G.T.P. Sup. 4% 1955	73½	..
Holt, Renfrew 6½% 1937	..	96
H. Smith Paper 7% 1941	97½	98
H. Smith Paper 6% 1934	98½	..
Lake Sup. Paper 6% 1941	103	..
Laurentide Pow. 5% 1946	96¾	98
Laurentide Pow. 6% 1936	95½	98
Maple Leaf Milling 6½% 1943	99	101
Maisonneuve 5% 1954	..	..
Man. Power 7% 1941	100	100¾
Mattagami 6% 1937	60	..
Mattagami Deb. 7% 1949	..	27
Montreal Tram. 6½% 1924	102¾	103½
Montreal Pub. Ser. 5% 1942	81½	82½
Montreal Pub. Ser. 6½% 1924	99	100¾
Montreal Steel Works 6% 1940	99	..
Montreal W. & P. 4½% 1932	89	..
Montreal W. & P. 5% 1932	..	..
Nor. Ont. Power 6% 1931	91½	92½
N.S. Steel 6% Deb.	..	75½
Ottawa Gas 6% 1939	100	..
Ottawa Gas 5% 1934	..	99
Ontario Pulp 6% 1931	103	..
Price Bros. 6% 1943	99½	100¾
Paton Mfg. Co. 6% 1953	90½	93
Provincial Paper 6% 1940	99½	100
Porto Rico Ry. 5% 1962	..	..
Quebec Power 6% 1953	94½	95
Quebec Jacques 5% 1931	84	90
Shaw. Cotton 6% 1949	75	81
Shawinigan 5% 1934	102	..
Shawinigan 5½% 1950	102	..
Shawinigan 6% 1950	103½	..
South Canada Power 6% 1948	100	..
Spanish River 8% 1941	..	106¾
St. Maurice Power 6½% 1953	104½	..
Toronto Power 5% 1924	99½	100
Wabasso Cotton 7% 1947	97½	..
Windsor Hotel 6½% 1943	100½	101
West Koot. Power 6% 1940	99¾	..
West Power 5% 1949	86¾	87½
West. Power 7% 1926	96	..
West Quebec Pow. 6½% 1931	..	86
Winn. Elec. 6% 1943	91½	[illegible]

BOND MOVEMENTS OF THE WEEK

Week Ending February 12

Bonds	Int. Rate	Due Year	Yield	Range 1923 High	1923 Low	Range 1924 High	1924 Low	Latest Ask	Price Bid	High	Low
Asbestos	5	1942	6.90	90	79	83½	79	80	79	80	79
Canada Bread	6	1941	5.95	100	96	100½	99	—	100	100½	100
Can. Cement	6	1929	5.40	103½	100	103½	102⅝	103	—	103	—
Cedar Rapids	5	1953	5.32	98½	93	98½	95	100½	98¼	95	—
Cons. Rubber	6	1946	6.05	102⅝	98¾	99	98½	99	98½	99	—
Dom. Iron	5	1929	7.75	94	84¾	87	85	88	87	87	—
Dom. Textile (D)	6	1925	6.00	100½	100	100½	100	100½	—	100	—
Quebec Rly.	5	1939	6.85	83½	68	83	80	—	82	82¼	82
Sher. Williams	6	1941	5.85	102½	99	101¾	101	—	101	101¾	—
Steel of Can.	6	1940	5.80	102½	99	102	101	—	101½	102	—
Rio Janeiro	5	1935	6.65	87¼	81	87	82	—	86	86½	86
Wayagamack	6	1951	7.75	86¾	75	80¾	79	80	—	80	—
War Loan	5	1925	4.60	100.95	99.10	100.90	100.15	101.00	100.00	100.90	100.80
Do.	5	1931	4.85	101.80	99.80	101.05	100.15	101.25	101.15	101.05	100.80
Do.	5	1937	4.70	103.30	102.00	103.30	102.50	103.00	102.90	103.15	102.90
Victory	5½	1924	4.75	101.65	99.80	100.90	100.20	101.00	100.00	100.90	100.60
Do.	5½	1927	4.70	105.50	101.60	103.05	102.15	103.00	102.90	103.05	102.80
Do.	5½	1933	4.83	106.70	104.15	106.65	104.95	105.20	105.10	105.30	104.95
Do.	5½	1934	5.18	103.90	101.30	103.30	102.20	102.80	102.70	102.85	102.60
Do.	5½	1937	4.85	108.45	106.25	108.17	107.50	107.75	107.65	107.85	107.50
Do., Renewal	5½	1927	5.02	102.80	100.75	101.67	101.00	101.30	101.65	101.67	101.00
Do., Renewal	5½	1932	5.15	103.16	100.80	102.50	101.35	102.60	102.50	102.45	—
Do., Refund	5	1928	4.98	99.70	98.80	100.50	99.40	100.15	100.00	100.20	100.15
Do., Refund	5	1943	5.00	99.25	97.90	100.30	99.00	100.00	99.90	100.20	100.10

IMPERIAL OIL Limited

DIVIDEND

NOTICE IS HEREBY GIVEN that a dividend of seventy-five cents (75c.) per share has been declared by the Directors of Imperial Oil, Limited, and that the same will be payable in respect of shares specified in any Share Warrant of the Company within three days after the Coupon Serial Number Nineteen of such Share Warrant has been presented and delivered to:

The Royal Bank of Canada, Toronto, Ontario,

or at the office of:

Imperial Oil, Limited, 56, Church Street, Toronto, Ontario,

such presentation and delivery to be made on and after the 1st day of March, 1924.

Payment to Shareholders of record and fully paid up at the close of business on the 15th day of February, 1924 (and whose shares are represented by Share Certificates) will be made on or after the 1st day of March, 1924.

The books of the Company for the transfer of shares will be closed from the close of business on the 15th day of February to the close of business on the 29th day of February, 1924.

By order of the Board.
E. V. A. KENNEDY, Secretary.

56, Church Street, Toronto, Ont.
February 8th, 1924.

The Canadian Bank of Commerce

DIVIDEND No. 148

NOTICE IS HEREBY GIVEN that a dividend at the rate of Three per cent. has been declared on the capital stock of this Bank for the three months ending 29th February, 1924, payable at the Bank and its Branches, on and after Saturday, 1st March next, to shareholders of record at the close of business on the 14th day of February, 1924.

The dividend payable on the new stock issued this month will be at the rate of two per cent. only.

By Order of the Board.
JOHN AIRD, General Manager.

The Royal Bank of Canada

DIVIDEND No. 146

NOTICE IS HEREBY GIVEN that a Dividend of Three per cent. (being at the rate of twelve per cent. per annum) upon the paid-up capital stock of this bank has been declared for the current quarter, and will be payable at the bank and its branches on and after Saturday, the 1st day of March next, to shareholders of record at the close of business on the 15th day of February.

By order of the Board.
C. E. NEILL, General Manager.

Montreal, Que., January 15, 1924.

BANK OF MONTREAL

NOTICE IS HEREBY GIVEN that a DIVIDEND of THREE per cent. upon the paid up Capital Stock of this institution has been declared for the current quarter, payable on and after Saturday, the FIRST day of MARCH next, to Shareholders of record of 31st January, 1924.

By Order of the Board.
FREDERICK WILLIAMS-TAYLOR, General Manager.

Montreal, 22nd January, 1924.

Bond Salesman

Excellent opportunity for experienced bond salesman to handle high-grade bonds with well-established house, having excellent clientele. Our staff has been informed of this advertisement. Apply by letter or in person to

The Financial Advertising Company
6 Jordan St. Toronto, Ont.

Town Of Cochrane

TENDERS WANTED

TENDERS will be received by the undersigned up to Feb. 26th, 1924, for the purchase of $5,500.00 Debentures, bearing interest at 6%, dated December 1st, 1923, coupons attached. The debentures are to be used to extend and improve the present telephone system. Debentures are authorized by by-law No. 304, passed 14th day of August, 1923.

R. C. MORTSON, Clerk and Treasurer.

Town of KENORA, ONT.

Tenders for Debentures

SEALED Tenders addressed to the undersigned will be received, up to noon, Monday, the 25th day of February, 1924, for the purchase of the following debenture issues of the Town of Kenora:

By-law No. 852, $20,000.00—6%, 20-year, Public Improvement Debentures, dated March 1st, 1924, payable March 1st, 1944.

By-law No. 825, $11,687.76—5½%, 30-year, Consolidated Debt Debentures, dated July 1st, 1923, payable December 31st, 1953.

Separate bids may be made for the above issues. Full particulars will be supplied upon application.

F. J. HOOPER, Treasurer.

CANADA HOUSING CORPORATION BONDS

These bonds are secured by 100% mortgages deposited with the trustee for the bondholders.
They are further secured by a first charge and prior lien on all the present and future assets of the company.

Price to Yield 6½%.
Write for Particulars.

RICE, GIBSON & CO.
McKinnon Building
TORONTO

FOR BOND QUOTATIONS SEND TO
Toronto Bond Exchange
LIMITED
DOMINION BANK BUILDING
KING & YONGE ST., TORONTO

Matthews & Co., Limited

GOVERNMENT, MUNICIPAL and CORPORATION BONDS

Toronto General Trusts Bldg.
255 Bay St., Toronto, Ont.

MINING STOCKS
On all Exchanges
BOUGHT, SOLD, QUOTED
If you are already a shareholder in any Canadian mine we can give you the latest up-to-date information.

BALFOUR, WHITE & CO.
LIMITED
Members Montreal Mining Exchange
136 St. James Street, MONTREAL

McDonagh Somers & Co.

Government and Municipal Bonds

Dominion Bank Building
TORONTO
Canada

FOUNDED HB 1880

Experience

With more than 40 years' experience in the Investment Securities field, we are qualified to advise you on any matter pertaining to the purchase, sale or exchange of listed or unlisted securities.

Your enquiries will receive our prompt attention.

HANSON BROS.
Investment Securities
160 St. James St. Montreal — 63 Sparks St. Ottawa

Canadian Government Railways

Bonds and Debenture Stock

Special Offering:

CANADIAN NORTHERN RAILWAYS

5% INCOME CHARGE DEBENTURE STOCK
Due May 6, 1930

THESE debentures are redeemable at par in May, 1930, and, at present levels, investors are offered the opportunity of increasing their capital by approximately

90 % *in less than 6½ years*

As this exceptionally large return is in the form of capital appreciation, it is NOT SUBJECT TO INCOME TAX.

The debentures are secured by a mortgage which charges the undertakings and railways of one of the finest transportation systems in the world—our Government-owned lines.

Shrewd investors are buying these Debentures in large quantities. Have you obtained your share? If not, we shall be glad to forward full particulars for your consideration. Prompt action is urged.

C.C. SMITH & COMPANY
LIMITED
Investment Bankers
17 St. John St. Montreal
'PHONE · MAIN · 412

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Bought, Sold, Quoted.
Thomas, Armstrong, & Bell
LIMITED
1-3-5 Market Square. St. John, N.B.

We trade in
UNLISTED STOCKS AND BONDS
G. C. Williams & Co.
6 King St. W., Toronto
Phones: Adel. 1762-2048-4455

The National City Company offers you the benefit of many years' experience and the counsel of its experts to aid in the selection of Bonds best suited to your requirements and circumstances.

We purchase and distribute only carefully selected investment securities.

The National City Company
Limited
MONTREAL — QUEBEC OTTAWA — TORONTO

Advisory Board
SIR CHARLES B. GORDON, G.B.E., Chairman
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FRED W. MOLSON
SIR AUGUSTUS NANTON
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W. N. TILLEY, K.C.
HON. J. M. WILSON

The MONARCH LIFE ASSURANCE COMPANY
Head Office, Winnipeg
(Incorporated by Special Act of Dominion Parliament).
Comparative Synopsis of 18th Annual Report

	1922	1923
Assurance—In Force	$32,431,349.00	$35,275,355.00
New Issue Exclusive Revivals	8,226,895.00	8,394,210.00
Assets	3,000,373.85	3,561,699.56
Reserves—re Policies	2,674,752.00	3,173,293.00
Cash Premiums	918,280.74	1,014,866.45
Surplus —Exclusive of Paid-up Capital, $100,793.38, and Investment Reserves, $25,000.00.	154,020.76	184,092.53
Interest Rate	7.88%	7.88%

Our Generous Scale of Dividends to Policyholders Continues in 1924.

DIRECTORS AND OFFICERS

W. A. MATHESON, President. Director Sterling Bank and Standard Trusts Co.
F. W. ADAMS, Vice-President. Adams Bros., Wholesale Saddlery, Toronto and Winnipeg.
COL. H. A. MULLINS, Director U. S. Fidelity and Guaranty Co.; Vice-President Royal Canadian Securities Co.
W. L. PARRISH, President Parrish & Heimbecker, Ltd., Grain Merchants, Winnipeg.
J. W. W. STEWART, Vice-President and Managing Director.
W. J. BLAKE WILSON, Vice-President P. Burns & Co., Vancouver and Calgary.
H. W. ECHLIN, President Echlin Manufacturing Co., Winnipeg.
W. W. EVANS, President Canadian General Securities Co., and President Traders' Finance Corporation, Toronto and Winnipeg.
R. J. GOURLEY, Director and General Manager, Beaver Lumber Co., Winnipeg.

J. A. MACFARLANE, A.I.A., A.A.S., Assistant General Manager and Actuary.
H. P. MORRISON, A.A.S., Assistant Actuary.
G. J. TELFER, Secretary.
GORDON H. COOPER, Treasurer and Loan Manager.
JOHN H. ROMIG, Supervisor of Agencies.

In each Province we have splendid opportunities for ambitious Salesmen of character and industry.

GERMAN GOVERNMENT AND GERMAN MUNICIPAL BONDS
Bought, Sold and Quoted
Orders for Foreign Currencies, Drafts, and Cable Remittances promptly executed—write or wire to
EUROPEAN DEBENTURE CORPORATION
LIMITED
120 St. James St. Montreal

INSURANCE
Fire, Automobile, Accident Liability, Etc.
Intelligent Advisory Service
OSLER, HAMMOND & NANTON
WINNIPEG.

SOONER AND BETTER

We do not claim that we can finish your building operation as soon as anybody else can finish it but sooner. We are offering, not something as good as somebody else is offering, but something better.

THOMPSON - STARRETT Company, Limited
Building Construction

TELEPHONE "RIGHTS"

An excellent opportunity to invest in Bell Telephone stock on the instalment plan is offered through the purchase of "Rights."

The purchase of 5 "Rights" carries the privilege of subscribing to one new share of Bell stock at $100, payable quarterly. First payment $25 per share. Interest allowed on instalments.

Subscription privilege expires April 1st.

No account too small to receive our careful attention.

Dickinson & Walbank
Members Montreal Stock Exchange.
152 St. James Street, Montreal
Main 4090.
T. Kelly Dickinson. J. Y. K. Walbank, W. McLea Walbank.

CIVIC AND PROVINCIAL FINANCE

TORONTO OFFICIAL URGES REDUCTION IN EXPENDITURES

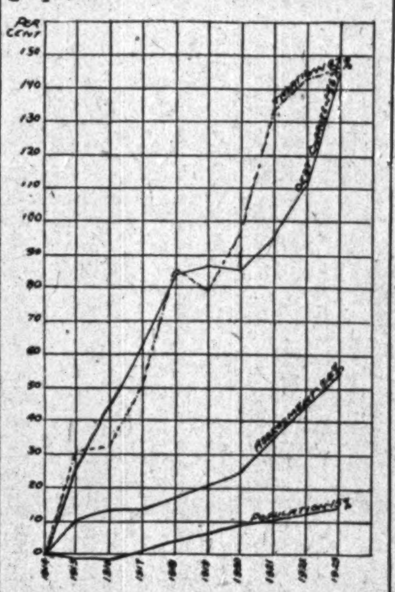
Fears Debt Increases May Injure Market for Bonds

Another call for a halt in the alarming increase of public debt and taxation, is voiced by Geo. H. Ross, finance commissioner of Toronto, in a memorandum to the city council. In reviewing the present unhealthy tendencies, he says:

"It is not an extravagant statement to say that a sort of financial madness is over the whole land. As private individuals we are living beyond our means. As citizens we have spent without thought and mortgaged our city so heavily that we and our children will groan under the burden.

"Many causes have contributed to the prevailing high tax rates, but by far the greatest factor is debt charges."

The course of this increase is illustrated by the accompanying graph.



A great deal is heard about the benefit of public ownership of utilities in Toronto. The above chart is interesting. It does not indicate any remarkable influx of population to share in the public ownership benefits and it does indicate that the taxpayers, whatever their charges for light and domestic power, are bearing a rapidly increasing burden of taxation.

The excess of new loans over redemptions in the past seven years has been $62,442,938, the biggest increases being since 1920. The bonds sold jumped from $6,179,203 in 1920 to $32,251,219 in 1921, $18,580,977 in 1922 and $21,841,941 in 1923.

In warning against hasty decisions on expenditures, Mr. Ross says further:

"Capital proposals have too often been urged upon the ground that the first year's charges will not materially affect the current tax rate, as interest for only part of a year is involved. The fact is that once a debt is created there is immediately imposed upon the citizens uncontrollable debt charges which continue throughout the life of the loan. The only time to control these so-called 'uncontrollable' expenditures is when the original proposition is being considered."

The danger of heavy bond flotations affecting the city's ability to borrow cheaply in the market, is alluded to in these words:

Quite apart from the almost intolerable burden which the undertaking of the several large works in prospect would place upon the citizens at large, consideration must also be given to ways and means of raising the money. In the past three years we have marketed over $72,500,000 worth of bonds—an amount many times greater than that marketed in a like period by any other city of this size in America. When one considers the matter of the T.S.R. award, (running into millions), the capital requirements of our numerous public utilities, schools and other city services, it will be seen that, unless the citizens are more moderate in their demands for new capital works, the city may very readily harm its credit in the money market.

There appears to be a tendency to believe that Toronto, as a growing, prosperous city, should not hesitate to borrow for all needed or proposed capital works; that, as the greater part of the debt is for self-supporting public utilities, it need not be considered too seriously; and that the city is in a position to incur an almost unlimited amount of debt, providing the expenditures are for reasonable purposes. The utter fallacy of such opinions cannot be too strongly stated.

THIS BOND *Yields....* 8%

The issue is a First Mortgage on property and real estate valued at $1,799,000. This is equal to over seven times the amount of the issue. Earnings are at the rate of four times total interest charges. The security, therefore, is ample. In addition, the Principal, the Interest and the annual Sinking Fund are guaranteed. Payable in New York and Montreal.

Why not obtain full particulars to-day?

CREDIT-CANADA
Limitée
Established 1910
120 St. James St., Montreal

SEND ME CIRCULAR C-1
Name ....
Address ....

SEEKING CHANGES IN CIVIC INCOME TAXES

May Petition to Raise Exemptions; Tax Paid on Money Taken for Dominion Tax

Some dissatisfaction is being voiced with the Municipal Income Tax Act in Ontario and it is reported that a number of Western Ontario cities will petition the Government to change it by raising the exemption limits. St. Thomas wants the exemption for married men increased from $2,000 to $3,000, and the exemption allowed in respect to children increased from $200 to $300 for each child, but other cities also want the exemption for single men, non-householders, increased from $1,000 to $2,000.

It is pointed out by some officials that such an increase in exemptions would almost eliminate civic income tax because most of the married men paying income tax paid on salaries of between $2,000 and $2,800, and most of the single men paid on salaries ranging between $1,000 and $1,800.

Some objections to the act at present have some justification. For instance a man paying income tax to the Federal Government, is compelled to pay a civic income tax on the amount so paid. Moreover professional men, such as doctors, are allowed by the Dominion to deduct the operating expenses of cars used in their business whereas no similar exemption is granted by the Municipal Income Tax Act.

PLAN TO DISPOSE OF REVERTED PROPERTY

Syndicate at Victoria Lay Proposals Before Council to Stabilize Real Estate

VICTORIA.—A syndicate of local business men has approached the city of Victoria with a plan to purchase all the reverted properties in the hands of the corporation.

The proposal is that the land be bought for a lump sum, to be paid in instalments over a certain period. The syndicate would be willing to pay a fixed amount of taxes each year which would have to be, it is stated, considerably less than the full tax levy. It is also said that the price paid for the lands will have to be less than the total charges against them.

When any individual parcel was sold by the syndicate, the price would have to be paid in full to the city in order that title could be secured.

The object of the plan is to stabilize the real estate market in the city as it is said to be seriously affected by the steady flow of property possessed for tax arrears. A wide campaign of advertising would be engaged in if the plan were adopted.

Winnipeg Gets $168,192 Taxes From Street Ry.

From Our Own Correspondent.

WINNIPEG.—In satisfaction of its obligations in the way of car tax and five per cent. on its earnings for 1923 the Winnipeg Electric Railway Company has paid the city $168,192.

The company's agreement with the city calls for a car tax of $20 each, and five per cent. of the gross earnings to be paid each year, the latter being regarded as the compensation for use of the city's streets and the traction franchise.

A Good Place to Live; Heavy Taxes Not Known

Heavy taxpayers in many parts of Canada will envy the residents of the township of Gloucester. The council reports that the township is free from debt, the assessment is very low and the tax rate is five mills on the dollar. The total receipts and expenditures during 1923 were $200,000. Out of this totatl $40,000 was left over as a surplus at then end of the year.

RAILWAY CAUSES DEFICIT

The aldermen of St. Thomas are engaged in seeking some means of doing away with the continued deficits on the city's street railway. Last year it had a shortage on both fixed charges and operating.

The operating cost is 22 cents per car mile, which is considered low. Consequently the possibility of effecting reductions from this angle are not bright. It is likely that the ratepayers will have to absorb the deficit at least for some time to come.

CITIES CONSIDERING SUBURBAN PROBLEMS

Say Toronto Plan Would Enhance Real Estate Values in Surrounding Districts

The plan of Hon. Geo. Henry, outlined in THE FINANCIAL POST recently, to create a metropolitan district, which would include the city of Toronto and the three adjacent townships of York, Scarboro and Etobicoke, including several towns and villages, is meeting with objections from some quarters. The Metropolitan District would be an administrative unit for such public services as sewerage, water supply, hydro-electric power, education and main highways, and the cost of these would be equalized within the Metropolitan area.

The chief opposition to the bill is based on the contention that those living in the city, with taxes at present high, will be forced to help carry the heavy expense of opening up the suburban sections, where the property owners have purchased their holdings at lower prices than those prevailing in the city. In addition it is claimed that the land values in these districts would be enhanced by the operation of the plan at the expense of the city dweller.

Those supporting the plan point out that it would avoid much unnecessary expense at a later date when these districts are taken into the city.

A similar proposal is now a live issue at Vancouver. Over two years ago the plan was first broached. A proposal was made to establish a commission to make an exhaustive enquiry into the situation but so far no definite action has been taken. The suggestion was that the Greater Vancouver Municipal Commission should include Vancouver, North, West and South Vancouver, Point Grey and Burnaby. During the last municipal election the support of the plan was a feature in the campaigning of some candidates.

Taber Irrigation Shows Surplus in 1923 Report

CALGARY.—The financial statement of the Taber Irrigation District, presented at the annual meeting, reveals a total surplus collectible or on hand of $30,000, of which $7,000 is on deposit in the bank.

Operations have been so satisfactory that negotiations have been entered into with the C. P. R. to set up a fund of $3,000 to $5,000 to redeem bonds of the district held by the railway. In this way it is hoped that the district will be cleared of debt in a few years.

SUDBURY APPOINTS TREASURER

H. R. Grant, formerly of the Toronto City Auditor's staff has been appointed treasurer of Sudbury.

AUTHORIZE EXPENDITURES

OTTAWA.—City Council of Ottawa has sanctioned expenditures to the amount of $840,000, divided as follows: $750,000 for the civic hospital, $30,000 for Lindenlea improvements, $30,000 for central police and fire station alterations, $15,000 for reflooring Wellington street bridge, and $15,000 for the Lemieux Island pumping plant.

Tenders and By-Laws

TENDERS WANTED

Feb. 15, Huntsville.—$35,000, 5½%, 20-ins. debentures. T. M. Cullon, Clerk.

Feb. 15, Sturgeon Falls.—$22,587, 6%, 10, 20 and 30-instal. debentures. L. Rod. Vannier, Town Clerk.

Feb. 23, Timmins.—$160,000, 5%, 30-yr. debentures. H. E. Montgomery, Clerk-Treas.

Feb. 26, Cochrane.—$5,500, 6%, debentures. R. E. Mortson, Clerk and Treasurer. (See announcement on page 16.)

Feb. 25, Kenora.—$31,687, 5½ and 6%, 20 and 30-yr. debentures. F. J. Hooper, Treasurer. (See announcement on page 16.)

DEBENTURE NOTES

FORD.—The Town Council at its regular meeting passed a by-law authorizing a $23,000 debenture issue to cover the cost of a new public school in the south end of the municipality.

SASKATCHEWAN

Authorizations Granted by the Local Government Board from Feb. 1st, to Feb. 7th, 1924.

Schools—Torquay, $8,000; Hellier, $1,000; Grand Coulee, $17,000; Stone, $3,900; Mankota, $3,400.

Telephones—Conquest, $2,000; Bruno, $1,050.

Village—Hawarden, $4,800.

Debentures Reported Sold

Schools—Attica, No. 1685, $1,800, 10 yrs., 6½%, Regina P. S. Sinking Fund. Waterview, No. 4485, $1,350, 10 yrs., 8%, Cross & Co., Regina. Bogend, No. 1742, $9,000, 20 yrs., 6½%, Regina Brokerage & Inv. Co.

Telephones—Range Line, $600, 8 yrs., 8%, Regina Brokerage & Inv. Co. Hodgeville, $6.766, 15 yrs., 6½%, Cross & Co., Regina.

BRITISH COLUMBIA

The following certificates have been issued by the Municipal Department of the Province of British Columbia upon the following dates: Dec. 7, 1923, Point Grey School, $265,000, 20-years, 5½%; Dec. 7, West Vancouver, $11,000, 20-years, 5½%; Jan. 9, 1924, Point Grey, $75,000, 20-years, 5½%; Jan. 11, Delta, $3,888, 5-years, 5½%; Jan. 29, Victoria, $585,000, 20-years, 5½%; Feb. 2, Prince Rupert, $34,500, 10-years, 7%; Feb. 5, Prince Rupert, $155,000, 5-years, 7%.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES

Date—	Place—	Sold To—	Rate	Term	Amount	Price	Basis
Feb. 11	—Edmonton	Wood, Gundy & Co., and Syndicate	5½%	10 & 20-yr.	$1,016,000	..	..
Feb. 9	—St. Catharines	National City Co., Toronto	5&5½%	10, 15, 30-ins.	265,999	99.04	..
Feb.	—Mersea Twp.	Dyment, Anderson & Co., Toronto	6%	20-ins.	63,338	105.49	6.34
Feb. 7	—Saskatchewan Schools, etc.	Various	..	..	19,516	..	..
Feb.	—Nelson, B.C.	Locally	..	30-yr.	55,000	..	..
Feb.	—Leamington	C. H. Burgess & Co., Toronto	6%	10, 15, 20-yr.	179,000	..	..
		CORPORATION					
Feb.	—Amos Water & Power	Brown, Urquhart & Co., Montreal	7%	10-yr.	75,000	..	..
Feb.	—Wm. Cane & Sons	Brown, Urquhart & Co., Montreal	7%	20-yr.	150,000	100	..
Feb.	—Montreal Tramways Co.	George Beausoleil & Co.	6%	10-yr.	8,000,000	99	6.18
Feb.	—Continental Paper & Bag Co.	Greenshields & Co.	6½%	20-yr.	6,000,000	97.5	6.70

The Busy Executive

The man at the helm is often so immersed in the problems of his own business that he has little time for sufficient study of his personal investments.

Our experience enables us to offer a complete service in the purchase, valuation and sale of high class Securities.

Our advice on any Investment problem is at your service without obligation.

Over 22 years Investment experience.

RENE-T. LECLERC
Incorporated
Montreal:- 160, St. James St.
Quebec:- 74, St. Peter St.
(ESTABLISHED 1901)
E138

Position Wanted

IN BROKERAGE, BOND OR FINANCIAL Company, by former bank man. Extensive banking and business experience. Four years as branch manager. Apply to Box 8, The Financial Post.

MURRAY & COMPANY
Specializing in
Government, Municipal and Corporation Bonds
CONTINENTAL LIFE BUILDING
ADELAIDE 5393 - TORONTO

BURNETT PORTEOUS & COMPANY
Members Montreal Stock Exchange
17 St. John St.
MONTREAL

GOVERNMENT and MUNICIPAL BONDS
W. L. McKINNON & Co
GOVERNMENT AND MUNICIPAL BONDS
McKinnon Bldg. TORONTO
Telephone Adel. 3871

Dealers in Government, Municipal and Corporation Bonds

Write for Current List of Offerings

R. A. DALY & CO.
BANK OF TORONTO BUILDING
TORONTO

ARE YOU IN NEED OF CAPITAL?
We are prepared to assist you in securing the capital you require to make any good proposition successful, either by loan, partnership, syndicate, incorporation or otherwise.
DOMINION BROKERAGE COMPANY,
831N Federal Building, Toronto.
Adelaide 2322.

STRICTLY A POLICYHOLDERS' COMPANY

Organized 1869. Opened for Business 1870.

Our Company was established on a purely mutual basis with the sole aim of securing for its members sound life insurance at a minimum cost. There are no stockholders. Profits are allotted to policyholders annually. All approved features are incorporated in our policies, including disability benefit and double indemnity in case of accidental death. The Company has a remarkable record of steady expansion in business, increasing payments to policyholders and growing assets, which last item includes a magnificent surplus—all of which is credited to the members of the Company. After testing other methods of profit-distribution, the management has decided to adhere to the annual dividend system. A very substantial increase in dividends has been decided upon for 1924.

The Mutual Life Assurance Company of Canada
Waterloo :: Ontario

The Independent Order of Foresters
Organized 1874
TOTAL BENEFITS
Paid to Members and their Beneficiaries
$80,000,000.00
Policies Issued from $500 to $5,000

G. E. BAILEY, Secretary — W. H. HUNTER, President — G. R. COTTRELLE, Treasurer

About 250,000 Members

in Canada and the United States enjoy fraternal and every form of insurance protection in the Maccabees, operated on adequate rate basis. Attractive options. Policies, Benefits and rates are fully explained in our free literature.

Write for it today to The Maccabees, Confederation Life Bldg., Toronto.

Insurance in Force: over $200,000,000

Join the Maccabees
Fraternity & Protection

Benefits Paid over $140,000,000

She's Daddy's Girl
Make sure that, after you are gone, she will receive, as long as she lives, a monthly cheque to provide for her every need

The IMPERIAL LIFE ASSURANCE CO.
OF CANADA
HEAD OFFICE TORONTO

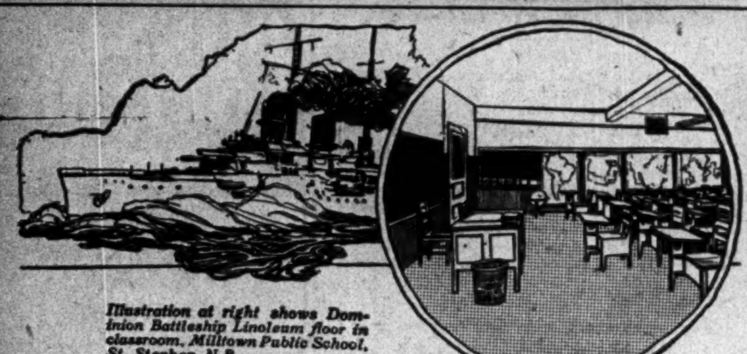


Illustration at right shows Dominion Battleship Linoleum floor in classroom, Milltown Public School, St. Stephen, N.B.

This Durable Floor is Health-Promoting

EVERY requirement of a schoolroom floor is admirably met by Dominion Battleship Linoleum. Its durability simplifies the School Board's appropriation problems by assuring real economy. Its sanitary and germicidal features are especially valuable where children gather, while the air of quiet restfulness its smooth, resilient surface imparts, promotes the happiness, comfort and efficiency of both teacher and pupils.

Business offices, departmental stores, hospitals and public buildings of all kinds have adopted permanent "Dominion Battleship" floors with splendid results. Hard usage cannot hurt them. They are waterproof and stainproof and need only an occasional polishing with a reliable floor wax to make them look like new.

Made in four standard shades—brown, green, terra cotta and grey. Special colors on large contracts. Write for free folder and samples.

Dominion Oilcloth & Linoleum Co. Limited, Montreal

DOMINION BATTLESHIP
LINOLEUM

Toronto Newspapers Assist North Land

Timmins Advance.

At various times in the past, North Land newspapers have been moved to protest at the methods employed by southern newspapers on the occasions when the latter pretend to be determined to "boost the North." The usual game is for the Southern newspaper to issue a "special" edition. Before this edition issues the municipalities, the industries, the business men and the people generally of the North are bludgeoned into paying for "advertising," for extra copies, or anything else, so long as they pay. If they will not pay they are threatened with being unrepresented in the edition that professes to fully review the North Land. Sometimes the threat is actively carried out. In one case a special edition pretending to review the mines of the Porcupine did not even mention the Big Dome. It had big spreads of other mining properties that are doubtful propositions, to put the matter very kindly.

There are exceptions to this rule, and it is worth noting that it is the real newspapers that constitute the exceptions. For instance, last week two Toronto newspapers—The Mail and Empire and The Globe—issued special financial and industrial editions.

The Advance would venture the opinion that either one of these two financial and industrial editions gave the North Land more real publicity of value than all the other outside "special editions" issued at the direct expense of the people of the North Land in the past, with the one exception recently of the FINANCIAL POST, of Toronto, which was unquestionably a good issue.

INSURANCE FOR BUYER AND SELLER

SECRET OF PROFIT IN LIFE COMPANY IN SMALL CAPITAL

Handle Huge Sums Money; Ultimate Returns High

Frequent enquiries received by THE FINANCIAL POST concerning the stock of several life insurance companies indicate a growing interest in the organization of these companies. While the volume of insurance in force increased more than 400 per cent., during the past fourteen years, the number of companies increased less than 15 per cent. Consequently, new stocks were not offered frequently until new organizations sprang up following the war years. The stock selling of these companies, along with some additional sales by older companies, has attracted special attention.

As pointed out previously by THE FINANCIAL POST, the inherent security behind such stocks is high. This is amply proven by the absence of failures. Unlike many industrial concerns, which are forced to invest huge sums in plant and equipment, the value of which may fluctuate widely, the assets of insurance companies consist largely of high-grade investments. These are confined to a narrow field outlined by the insurance acts, under which the companies operate. As insurance moneys are regarded as trust funds, the investments prescribed are chiefly those available for trustees, consisting of first mortgages on real estate, bonds on the Dominion and provincial governments and municipalities, and, under certain conditions, the better grades of industrial securities. The investment officials and boards of the companies are men with thorough training and wide experience in making investments. Yet still further safeguards are placed around the money handled. Each company is subjected to inspection by government officials every year. The entire business and assets are thus reviewed, and there are instances where this has been an effective check on the writing up of investments on the books beyond conservative levels.

The whole business is based on scientific calculations arrived at after a study of death rates in different classes of people extending over many years. Recognized tables are made up and all companies must set aside a specified portion of each premium received in what is known as "reserves." It is this system which is largely responsible for the enviable record of stability.

While the security of life insurance companies is gaining wide recognition the earnings for the stockholders are so bound up in the development that few know the actual returns paid. The early years of a company's existence are marked by a struggle in the midst of strenuous competition to build up a strong field force. In addition to the commission and overhead costs of securing business, substantial sums are spent in offering special inducements to agents, and generally in effecting extensions. At the same time, the regular reserves must be set aside on the insurance issued. As a result, it is usually from five to ten years before any dividends are paid on the stock. However, experience shows that there is a point at which the expenses tend to decrease relatively, and the accumulation of assets, with interest earned, and a steady flow of new business, make it possible to build up a surplus and pay dividends. When this stage is reached the returns are usually high and are likely to continue indefinitely. At this point, too, a favorable change in the marketability of the stock often takes place. In the preceding period few sales and little interest attaches to it, but at this time those familiar with the position of the company are ready to absorb all stock offered. The value of the stock at such a time does not depend on the dividend paid alone, but also the prospects of increases in the dividend and the payment of stock bonuses.

The records of companies bear out these general tendencies. The growth of one company, which was started about 25 years ago, serves as an illustration. For several years no dividends were paid. Later small dividends were dispersed, and these have been continued regularly at increased rates. In 1917 the shareholders' surplus was slightly over $42,000. In this year dividends of over 11 per cent. were paid, and a stock dividend of nearly twice that amount was declared. At the same time the surplus was increased by $12,000. In the following year dividends were increased to 12 per cent.; in 1919 they were 14 per cent.; the next year 16 per cent. was paid, and this rate has continued. In the meantime, the shareholders' surplus has grown to $95,284. In the case of one large company, $150,000 was paid in dividends in 1917, and the three years following. This was increased in 1921 to $250,000, and in 1922 to $350,000, or 35 per cent. on the present paid-up capital. The actual return on the original investment in the stock was much larger, as part of the stock was paid for by stock bonuses.

The question which naturally arises in the minds of investors is how such large returns can be realized in a field where competition is exceptionally keen. The answer lies in the large business done and the huge sums handled by companies with only a very small capital. Banks with millions of dollars on deposit require millions of capital on which to operate. On the other hand, insurance companies with many millions of assets and annual incomes counted in millions, were financed by only a few thousand dollars. One company with assets at the end of 1922 totalling nearly $34,000,000, and an income of over $7,000,000 a year, has a paid-up capital of only $100,000. Thus, the earnings, paying handsome dividends to shareholders, are but a fraction of one per cent. of the money entrusted to the company for investment.

Founded on such a basis, life insurance stock cannot be regarded as a speculation for quick returns, with the attendant risks, but rather as an investment to be held on the basis of high security and prospective profits in substantial amounts.

MUTUAL LIFE HEADS EXPRESS CONFIDENCE

Surplus Earnings of Company Total $3,012,807; Insurance in Force Over $250,000

In presenting the annual report of the Mutual Life Insurance Company of Canada the president, Hume Cronyn, commented on the feeling of pessimism existing in some quarters of Canada and pointed to the note of strength in the life insurance companies. The new year is entered with confidence that it will equal and surpass any of its predecessors.

The past year has been one of sound growth and high earnings for the Mutual Life. The policies issued during the year totalled $39,040,578, as compared with $34,471,633 in 1922. After allowing for terminations, but including policies revived, the net gain in insurance was $23,495,912. The business in force is now $269,982,566.

The net amount of death claims in 1923 was $1,375,865, being 39.26 per cent. of the expected. This is a gratifying decrease from the previous eayr, which was also considered low.

The total income for the year was $13,448,769, as compared with $12,405,930 in 1922. Of this, $9,763,635 was on account of premiums and $3,207,316 interest and rents. The total disbursements were $7,541,120, leaving a balance of $5,907,649. The average rate of interest earned was 6.55 per cent.

The assets now stand at $59,727,388. The principal items are mortgages, $21,014,142, bonds and debentures $24,588,229, and policy loans $8,851,223. The special reserves and surplus totals $7,892,069.

The surplus earnings for the year were $3,012,807, which is regarded as highly satisfactory.

Monarch Life Maintains Sound Position in 1923

The eighteenth annual report of the Monarch Life Assurance Company for 1923 shows that the company has maintained its sound position during the past year. Business in force now amounts to $35,275,355 compared with $32,431,349 at the close of 1922. Assets are $3,561,699 compared with $3,000,373 and cash premiums totaled $1,014,866 as against $918,280 for 1922. Policy reserves increased by more than $500,000. The company's funds are invested mainly in bonds and debentures and first mortgages on improved city and farm properties. The average rate of interest earned was 7.88 per cent. exclusive of profit on sale of securities. The invested funds as at Dec. 31 were: bonds and debentures, 43.5 per cent.; first mortgages, 39.3 per cent.; policy loans, 13.9 per cent.; real estate 2.2 per cent.; cash, 1.1 per cent. The following directors were elected for 1924: W. A. Matheson, president; F. W. Adams, vice-president; J. W. W. Stewart, vice-president and managing director; Col. H. A. Mullins, W. L. Parrish, R. J. Gourley, W. W. Evans, H. W. Echlin, Winnipeg, and W. J. Blake-Wilson, Vancouver.

MONARCH LIFE PROMOTIONS

A number of promotions in the staff of the Monarch Life Assurance Co. were made at a meeting of the Board of Directors in January. In addition to his former office of managing-director, J. W. W. Stewart was elected to the office of vice-president and managing-director. J. A. Macfarlane, A.I.A., A.A.S., was elected assistant general-manager and actuary. H. P. Morrison, A.A.S., continues in the office of assistant actuary. G. J. Tolfer was appointed secretary, and Gordon H. Cooper treasurer and loan manager, John H. Romig was made supervisor of agencies.

TO CHANGE NAME

The Travellers Life Assurance Company of Canada will apply to the Dominion Parliament for an act to change the corporate name of the company to the Montreal Life Insurance Co., at the coming season of the legislature. The company was incorporated in 1908 and commenced business in 1910. The president is J. N. Greenshields, K.C., and the manager Arthur P. Earle. The company has frequently been confused with the Travelers Insurance Company, Hartford, on account of the similarity of the names.

WESTERN LIFE HEAD RESIGNS

It is announced from Winnipeg that Adam Reid, managing director of the Western Life Assurance Co., since its inception, as the result of a physical breakdown, has resigned his official connection with the company and will take a prolonged rest. Mr. Reid still remains on the company's board of directors and his valuable experience will still be available in this way.

INSURANCE LICENSES

The following licenses have been issued by the Department of Insurance, Ottawa:—To the British American Assurance Company, to issue burglary, and guarantee insurance; the London Guarantee and Accident Co., to write forgery insurance; the Western Assurance Company, to write burglary and guarantee insurance; and the Royal Exchange Assurance, to sell guarantee and hail insurance.

CREDIT INSURANCE PROTECTS AGAINST ABNORMAL LOSSES

One Manufacturer's Claim For $30,000 Paid Recently

A few weeks ago a large manufacturer of upholstered furniture was faced with a serious loss due to the failure of a customer who had an extensive line of credit with the company. The customer firm was one of the larger distributors, rated by commercial agencies at a million dollars, and its credit was not questioned at any time. Since the date of the failure, the company has received $30,000 from a well-known indemnity company under a credit policy taken out some time ago. The incident serves to emphasize the growing favor of credit insurance, especially in a time of business depression.

This class of policy is designed to protect those insured under it from extraordinary loss from bad accounts, rather than from the normal losses which occur in every business. It is not sold to retailers or those selling their products directly to private consumers but is limited to manufacturers, jobbers, wholesalers, etc., selling to rated trades, that is to buyers which are rated generally by credit agencies.

In practically every line of business, sales of goods are made on credit, and the budget of most firms makes allowances for a certain scale of losses due to uncollectable accounts. The cause may vary from deliberate attempts to avoid payment to the failure of the purchaser. In spite of much care in extending credit, every business is exposed to abnormal losses at times due to unexpected failures. These may assume such proportions as to seriously embarrass the firm extending the credit or even cause its failure. It is to guard against these contingencies that credit insurance is designed.

The usual practice is for the insuring company to pay 90 per cent. of the amount of the extraordinary loss. Thus where a firm has a yearly turnover of $100,000 and the normal credit losses average $1,000 a year, the failure of a big customer might raise the loss in that year to $3,000. The payment of the claim is based on 90 per cent. of the loss or $2,700 in this case. As the normal loss is $1,000, the amount payable by the indemnity company is $1,700.

Protection of this sort is not a new idea. The first credit bonds were introduced in the United States by the American Credit Indemnity Company 32 years ago. Since that time the business has increased rapidly. In Canada, little publicity has yet been given to credit bonds, but two companies are now writing this class of risk. Some idea of the field may be gained from the figures compiled by Duns, showing business failures totaling $65,810,382 in Canada during 1923. It is evident that in most failures those who had extended credit on the sale of goods suffered heavily.

Assets of Western Life Increased by $103,799

The twelfth annual report of the Western Life Assurance Company shows the assets of the company to be $634,592, an increase from $530,793 at the end of 1922. Bonds and debentures accounted for $274,730, and mortgages $130,293. The surplus for the protection of policyholders is $476,933.

The total income for the past year was $228,468, made up of $188,456 in premiums, $26,767 interest and rents, and sundry items. The payments to policyholders and their representatives totalled $32,920 for the year, $23,520 being death claims. The total expenditures, including the above payments, were $174,265.

Federal Fire Made Good Progress in Past Year

At the annual meeting of the Federal Fire Insurance Company, which was presided over by the president, W. S. Morden, K. C., it was reported that the operations of the company exceeded expectations of a year ago. The gross premiums were $154,398, and the rebates $11,411. Of the net premium income of $142,987 only $4,840 in cash remained uncollected from agents. The losses were $50,473, in addition to which an appropriation of $5,450 was made for unadjusted fire claims.

The net premium income was $97,365, and the net losses $32,909, from which it may be seen that the net loss ratio was 33.80 per cent.

The total assets of the company are $447,776, and the surplus for security of policy-holders, $82,690.

There were in force, at the end of the year, 7,627 policies, of which 4,037, or 53 per cent., are on three-year risks, and 3,590, or 47 per cent., on one-year, or short-date risks, representing a liability of $12,444,106.

The investments aggregate $100,129 and consist entirely of Dominion of Canada, Ontario, municipal and Dominion of Canada guaranteed bonds and debentures.

MUTUAL LIFE OF NEW YORK

The Mutual Life Insurance Company of New York, one of the oldest and largest companies in the United States, which operates also in Canada, reports 1923 as the greatest year in its history. The total insurance paid for in 1923 was $446,275,679, and on December 31, the insurance in force was $2,817,761,195.

Payments to policy holders in 1923 were $117,606,327; and receipts from policy holders were $105,852,837.

Among the payments to policy holders were $82,520,931 in death claims, $9,929,046 in endowments, $2,473,530 in annuities, and $33,033,431 in dividends.

The company's mortality experience in 1923 was very favorable. The company's assets on December 31, 1923, were $695,748,508; the liabilities were $653,034,166; the surplus was $42,714,342.

FREDERICK M. MOFFAT
Trustee in Bankruptcy
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Winnipeg is the headquarters of seven splendid life companies, all safe to insure with.

The Northwestern, although the youngest, was second to construct its own home office building.

NORTHWESTERN LIFE

OLD established Fire Insurance Company requires for its Head Office a thoroughly experienced and capable fire insurance Accountant. Applicant must be competent to take complete charge of bookkeeping and accountancy departments and be fully conversant with Government statistical requirements. Permanent position, highest salary and splendid opportunity for advancement. Apply in own handwriting, stating age, experience, nationality and salary expected, to Box 9, The Financial Post, Toronto.

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Gordon, Ironside & Fares Company, Limited

NOTICE IS HEREBY GIVEN THAT a meeting of the holders of the Six per cent. First Mortgage Fifteen Year Sinking Fund Gold Bonds of Gordon, Ironside & Fares Company, Limited (hereinafter called the Company) secured by a Trust Deed dated the 12th of September, 1912, made between the Company and The Standard Trusts Company of Winnipeg, as Trustee, will be held in the Board Room of the Canada Life Assurance Company, 46 King Street West, Toronto, Ontario, on Friday the Seventh day of March, 1924, at three o'clock in the afternoon to enable the Trustee to consult with the bondholders, and for the purpose of considering and dealing with the following matters and exercising the powers with respect thereto conferred upon the bondholders by the said Trust Deed and passing such resolutions, extraordinary and/or otherwise with respect thereto as may be considered advisable:—

1. The report of the Trustees showing the action taken by it since the last meeting of bondholders held on the 28th day of February, 1922, and statement showing the actual receipts of and disbursements made by the Trustee.

2. The report of the Committee of the bondholders appointed by resolution passed at the meeting of bondholders held on the 28th of February, 1922, and the policy heretofore adopted by and that may be recommended for the future by such Committee.

3. The resolutions passed at a special meeting of bondholders held on the 28th of February, 1922, and in particular but without limiting the generality of the foregoing the powers, authorities and instructions thereby conferred upon and given to the Committee and/or the Trustee and the extension or restriction of the same.

4. Authorizing the Committee to agree with the Company and the Trustee as to the amount of the compensation to be paid to the Trustee under the terms of the said Trust Deed, and as to the funds or assets out of which the same is to be paid.

5. Authorizing, agreeing and consenting to an issue of securities of the Company constituting a prior charge to the Trust Deed and to the bonds thereby secured on such terms as may be authorized and approved by the Committee, subject to the following limitations and restrictions:—Such prior issue of securities shall consist of bonds, debentures or debenture stock; shall be for a total principal amount not exceeding $100,000, shall bear interest at a rate not exceeding seven per cent. per annum; shall mature not later than five years from the date thereof; shall be secured by a Trust Deed or Deed of Trust and Mortgage in favour of The Standard Trusts Company, constituting a prior charge to the amount of the charge created by the said Deed of Trust of the 12th of September, 1912, and to the said Six per cent. First Mortgage Fifteen Year Gold Bonds secured thereby; provided that subject to such restrictions and limitations, the terms of any such Trust Deed or Deed of Trust and Mortgage and all the covenants, conditions and provisoes therein contained and the form of the bonds, debentures or certificates for debenture stock and all other matters relating to or in any way connected with the issue of such securities shall be such as may be approved by the Committee, and that such securities when created and from time to time issued shall only be sold for such price and on such terms as may be approved by the Committee and that the proceeds arising from the sale thereof shall be paid to the Trustee and disbursed by the Trustee for such purposes and at such times as may be directed by the Committee.

6. Sanctioning such modifications of the rights of the bondholders against the Company or against its properties whether such rights shall arise under the said Trust Deed dated the 12th of September, 1912, or otherwise, and assenting to such changes in, additions to or omissions from the provisions contained in the said Trust Deed, dated the 12th day of September, 1912, as the Committee may consider necessary in order to give effect to the foregoing consent to the issue of securities of the Company constituting a prior charge to the Trust Deed of the 12th day of September, 1912, and the bonds thereby secured.

7. Instructing and authorizing The Standard Trusts Company to consent to such issue of securities of the Company constituting a prior charge to the Trust Deed of the 12th day of September, 1912, and the bonds thereby secured and to concur in and execute any deed or deeds supplemental to the said Trust Deed of the 12th day of September, 1912, and for postponing the same to such securities and to the Trust Deed or Deed of Trust and Mortgage securing the same for the purpose of giving effect to the resolutions of the bondholders that may be passed at such meeting or at any adjournment or adjournments thereof, in such form and containing such provisions and agreements as the Committee may approve.

DATED at Winnipeg this Fourteenth day of January, 1924.

THE STANDARD TRUSTS COMPANY,
Trustee.
WM. HARVEY,
Managing Director.

This notice is given pursuant to the provisions of the said Deed of Trust of the 12th day of September, 1912, to the intent that any resolution passed at the said meeting shall, if passed by the requisite majority be binding upon all the bondholders to the same extent as if all the bondholders had concurred therein, whether present or not at the said meeting.

The said Trust Deed of the 12th day of September, 1912, amongst other things provides that: The holders of bearer bonds must produce at the meeting either their bonds or evidence of their ownership of such bonds by a certificate issued by a Trust Company or Bank or other depository, whose certificate the Trustee may think to be satisfactory, showing that the said bondholder had at the date therein mentioned (being a date not more than two calendar months prior to the date fixed for the meeting) on deposit with or exhibited to such depository the bonds numbered and described in such certificate; bondholders may act either in person or by proxy or attorney duly constituted. A form of proxy which will be accepted by the Trustee as satisfactory may be obtained from the Trustee, the Secretary of the Bondholders' Committee at 46 King St. W., Toronto, or from D. A. Allen, Austin Friars House, 6 Austin Friars, London, E.C.2, England.

BIG GAINS ARE RECORDED BY SUN LIFE COMPANY

Company's Income Nearly Million a Week; Assets Exceed $200,000,000

New high levels in business and resources are revealed in the fifty-third annual report of the Sun Life Assurance Company. The company, which writes only ordinary insurance, is now one of the largest financial institutions in the world and operates in many countries.

In all branches substantial increases are shown. Business in force reaches $703,765,243—an increase of $72,360,373 over 1922. The total number of ordinary policies in force at Dec. 31 last was 318,443, while in addition, employees of commercial and industrial institutions to the number of 22,731 were protected under group assurance contracts.

New business applied for during the year amounted to $119,804,657, while policies actually issued and paid for numbered 35,975 for a total of $107,391,255. This is the highest total in a single year.

During the year an arrangement was made with the Mutual Life of New York by which the company reassures its business in Great Britain. Payments to policyholders and beneficiaries in respect of death claims, matured endowments, profits, etc., amounted to $22,145,979. These payments actually exceed the total annual assurances issued fourteen years ago. Since the organization of the company, the great sum of $151,916,489 has been paid out to policyholders or their representatives.

The strength of the company is indicated by impressive figures. The cash income for the year from all sources increased by $10,714,317 to a new high record of $46,965,639—equivalent to over $900,000 for each week of the year. Assets at Dec. 31 stood at $209,257,313—an advance of $35,168,454. During the year the amount available for investment was unusually large, the purchase of new securities and loans made amounting to $84,027,336, exclusive of loans on the company's own policies. This command of money afforded special opportunities for securing large blocks of high-grade, long-term securities on advantageous terms. The interest earned on the mean invested funds was 6.20 per cent.

Profits to the amount of $4,417,068 were paid or allotted to policyholders. Substantial appropriations were made for investment fluctuations and other contingencies, the reserves so established now amounting to $3,500,000. After making these provisions, the net surplus over all liabilities and capital stock amounts to $17,872,868—an increase of $3,603.44 over the previous year.

The company has for many years extended its operation to other countries, and is definitely international in character. Its aggressive quest for new business is evidenced by the establishment during the year of a number of additional division offices.

The president, T. B. Macaulay, occupied the chair and in presenting the report commented on the profits paid to policyholders as follows:

Last year I had the pleasure of announcing an increase in the scale of profits payable to our policyholders. It is now my happy privilege to make a similar announcement. There will be a further substantial increase in the scale of dividends payable during the next twelve months. This makes the fourth consecutive annual increase.

Misunderstanding of British Income Tax

A misleading impression appears to have gained currency through the British press, that persons claiming refund of British income tax have been called upon to pay duty on income derived from sources outside Great Britain, according to Wilfred T. Fry, 13 Buckingham Palace Gardens, London. Mr. Fry declares, in a letter to THE FINANCIAL POST, that an impression so utterly false and entirely erroneous in its conception, and distinctly libellous on the British Inland Revenue authorities should be refuted. Applications for the refund of British tax cannot in any way involve a person permanently residing outside Great Britain in tax on income derived from sources outside that country, or in any liability whatsoever. On the other hand, every person of British nationality who derives income tax in Great Britain in any form—which is always taxed at the highest rate current—may recover the whole, or, at least, a proportion of the tax so deducted.

The Grain Movement

OTTAWA.—Preliminary figures showing the receipts at head of the lakes also Vancouver, B.C., for the period from September 1st, 1923 to February 1st, 1924.

	Fort William & Pt. Arthur	Vancouver
Wheat	232,045,276	20,514,854
Oats	25,085,004	130,313
Barley	10,178,044	......
Flax	3,427,398	......
Rye	4,154,798	124,655
Total	274,890,520	20,769,822
Same period 1923	239,913,183	10,522,805
Increase over last year	34,977,337	10,247,017

TRADE COMMISSIONER COMING

It is expected that D. H. Ross, Canadian Trade Commissioner to Australia, will arrive in Canada via Vancouver in the first week of April and will make a tour of the Dominion, in order to afford exporters interested in the Australian market an opportunity of interviewing him. Canadian firms who wish to interview or be brought into touch with Mr. Ross, are invited to communicate with the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

OPTIMISTIC WORD ON QUEBEC POWER EARNINGS GIVEN

President Outlines Present Position of Quebec City Utilities

From Our Own Correspondent.

MONTREAL.—The word of the president of the new Quebec Power Company that the company's rate of earnings is sufficient to meet all fixed charges and preferred dividends and leave a considerable margin for other purposes must be gratifying to shareholders and bondholders of the corporation. The first earnings statement, which has just been issued, covers less than a full year of consolidated operations of the Quebec Railway Light, Heat and Power, and the Public Service Corporation of Quebec, and, therefore, gives in itself no idea of the potential earning power of the corporation. It indicated earnings sufficient to meet all interest charges, dividends on Public Service stock up to June 30 last, a ten per cent. stock dividend in preferred shares to Public Service holders together with the preferred stock dividends for the year. The balance over and above these requirements was small.

How Income Was Disbursed

The income was distributed as follows:

Gross income	$544,090
Less:	
Operating and maintenance	238,296
General interest	50,747
Bond interest	50,156
Depreciation	24,000
Net revenue	$180,890
Brought forward	96,961
Total	277,851
Dividends	276,494
Balance forward	$ 1,357

Comparison wtih previous years is, of course, impossible, because of the merger during the year.

After reviewing the negotiations leading up to the acquisition of the Quebec Railway, Light, Heat and Power Company, the president, Julian C. Smith, tells the shareholders:

"The offering of your company dated July 26th, 1923, covering the exchange of common stock, and 5 per cent. income bonds of the Quebec Railway, Light, Heat & Power Company, Ltd., was accepted by a great majority of the holders of these securities. More than 90 per cent. of the income bonds and over 89,000 shares of common stock of that company have been exchanged.

"Your company therefore is in substantial control for all purposes of the Quebec Railway, Light, Heat & Power Company, Ltd. Your officers have carried out during the last six months such improvements and consolidation of operating effort as seemed best in the interests of the Quebec Power Company and the Quebec Railway, Light, Heat & Power Company, Ltd.

"Bonds to the amount of $5,000,000 have been issued and sold advantageously and the proceeds have been used partly to pay for bonds of the Quebec Railway, Light, Heat & Power Company, Ltd., and partly to provide cost of extensions to the systems of the Quebec Power Company and the Quebec Railway, Light, Heat & Power Company, Ltd. A substantial sum remains on hand for future requirements.

"In order to cover the advances made and to be made by your company to the Quebec Railway, Light, Heat & Power Company, Ltd., the latter company has created a second mortgage bond issue, which your company proposes to purchase to replace the accounts receivable held, and as further funds are required by the Quebec Railway, Light, Heat & Power Company, Ltd.

"During this broken period of the year, the activities of the two companies have of necessity been kept separate, and this period has been too short to be any criterion of the earning capacity of your company. The economies already brought about, and to be effected, have not yet been reflected in the earnings, nor have the results of co-ordinated effort been fully attained. A careful study of the figures in this report indicates that your company has a rate of earning sufficient to pay all of its fixed charges, its preferred stock dividend and have a considerable margin for other purposes.

"Nevertheless, your directors feel that substantial progress has already been made. The elimination of duplication of effort, and the possession of adequate power resources will permit your company to greatly expand the electrical business in the Quebec district, to make substantial economies in the distribution of electric light and power, and with the growth of this district as an industrial centre, to build up a business that should be advantageous both to the citizens of Quebec and your company."

DOMINION RADIATOR

Dominion Radiator and Boiler Company, Limited, which succeeded American Radiator Company of Canada, and Dominion Radiator Company, Limited, has issued a statement of operations for the seven months since it commenced business, June 1st, 1923. The balance sheet as at December 31st shows cash on hand $386,751; accounts collectable, $209,699; finished product and goods in process, $907,162; real estate, buildings and equipment, $1,728,915. Total assets are shown to be $3,232,348. Current assets were $1,503,432, and current liabilities $93,916.

Reader Confidence Essential For Financial Advertising

The London Free Press with its covering of more than 90 per cent. of the homes of London, carried

3,680,175 Lines of National Advertising in 1923

A large percentage of this advertising was from Bond and Stock Brokers, Insurance Companies, Banks, and other financial institutions.

Western Ontario — Canada's most prosperous district, with London as the hub, is a section that Financial Advertisers cannot afford to overlook.

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SUN LIFE ASSURANCE COMPANY OF CANADA

HEAD OFFICE - - MONTREAL

The Record of a Great Year Simply Told

AT DECEMBER 31st, 1923

The Company had **assets**, invested in the best classes of securities, of $209,257,000
(An increase for the year of $35,168,000)

The **total liability** of the Company (including reserves and other liabilities to policyholders of $185,586,000) amounted to $187,885,000

The Company has **set aside** for unforeseen contingencies the sum of $3,500,000

Leaving a **surplus** over all liabilities and contingency funds of $17,872,000
(An increase for the year of $3,603,000)

The **cash income** for the year, from premiums, interest, rents, etc., was $46,965,000
(An increase for the year of $10,714,000)

Total payments to policy holders or their representatives for death claims, maturing policies and other benefits, in 1923 amounted to $22,145,000

New **paid assurances issued** during the year totalled ... $107,391,000
(An increase for the year of $16,593,000)

The Company had **assurances in force** (net) amounting to . $703,765,000
(An increase for the year of $72,360,000)

The 318,443 ordinary policies of the Company protect homes and businesses at home and abroad, while in addition 22,731 commercial and industrial employees are protected under Sun Life group assurance policies

Dividends to policyholders again materially increased

Every figure in this statement sets a NEW HIGH RECORD in Canadian Life Insurance history

NO JUSTIFICATION FOR INCREASE IN GOVERNMENT COST

Trusts and Guarantee President Reviews Conditions—Maintained Earnings

Excessive taxation, due in a good measure to government usurption of the work of the private citizen, is now a millstone about the necks of taxpayers, said J. J. Warren, president of Trusts and Guarantee, at the annual meeting of the company. He instanced their own case. Taxes payable for 1923 are $20,000 in excess of the 1913 total. He pointed out that the civil list to-day cost the country as much as the entire government expense a few years ago, and emphasized the point that there had not been an increase in the population to even justify a small part of the increase. Business expansion was suffering as a result. Instead of embarking on private enterprise, individuals were putting their money in tax free bonds.

In spite of these general conditions and serious handicaps, your business continues to grow and promises well for the future, said Mr. Warren to the shareholders. He said that payments on eastern mortgages have been satisfactory and there has been a marked improvement in western collections.

E. B. Stockdale, general manager, said the demand for mortgage loans in Ontario was active at relatively high rates of interest. While the interest payments on mortgages in Ontario continue to be promptly met, the arrears of interest on western loans, as was to be expected, show an increase. However, the payments made on interest on these loans, which are largely in Alberta, were probably the largest in amount made in any one month in the company's history.

Earnings for the year after deducting operating charges showed a profit of $113,590, as against $114,095 a year ago. Dividends and tax payments totalled $103,075, while a revaluation of assets resulted in $145,000 being written off.

	1923	1922	1921
Profits . . .	$113,590	$114,095	$100,143
Bal. forward	288,122	275,151	259,582
	$401,712	$389,246	$359,725
Dividends . .	85,767	84,666	84,514
Written off .	145,000	......	......
Taxes . . .	17,308	16,458	......
Balance . . .	153,637	288,122	275,151
	$401,712	$389,246	$359,725

Figures on the estates and agencies under administration, show a heavy increase. For 1923 the total was $21,462,846, in 1918 it was $12,783,544, in 1913 it was $6,198,496, and in 1908 $2,325,662. The guaranteed trust funds have also increased steadily during the past fifteen years, the 1923 total was $5,864,303, while the 1908 total was $1,341,660. The company's capital account shows assets aggregating $1,760,296.

Year	Capital Account	Guar. Trust Account	Estate and Agency Account
1923 ..	$1,760,296	$5,864,303	$21,462,846
1922 ..	1,869,723	5,776,642	19,931,584
1921 ..	1,869,731	5,551,133	17,734,258
1920 ..	x1,735,805	5,422,655	16,383,757
1919 ..	2,722,047	5,363,413	14,046,958
1918 ..	2,507,584	5,182,061	12,783,554
1917 ..	2,484,080	5,214,292	9,083,895
1916 ..	2,460,006	4,601,525	8,342,816

x Paid-up capital included instead of subscribed capital.

West Going in For Live Stock and Fodder

From Our Own Correspondent.

REGINA.—In the speech from the throne at the opening of the provincial legislature attention was called to the growing live stock industry, and the extensive raising of corn and fodder. The growing of corn and fodder is rapidly becoming a necessary activity in the farming business. Farmers are realizing that prosperity will return when mixed farming takes the place of the wheat gamble.

Southam's After Montreal Star, But Without Success

From Our Own Correspondent.

MONTREAL.—Offers to purchase the Montreal Star from Lord Atholstan seem to be numerous. Last summer, Sir Campbell Stuart tried to buy the Star for a Montreal syndicate, but the veteran owner refused to sell. It is understood that the Southam's, who control papers in Hamilton, Edmonton, Winnipeg, Ottawa, and other cities, have been dickering for the Star, but Lord Atholstan has turned down their offers.

Did the Un-do-able; Getting $7,000 a Day

Royalties of a few cents per dozen collars is earning for a former patent attorney—Van Heusen—something between six and seven thousand dollars a day—more than two million dollars a year.

Ten years ago Mr. Van Heusen, then giving much of his time to the patent end of a shoe machine company, had an idea. He wanted to make a collar out of one piece of cloth. This he thought would have certain definite strong points. But to achieve the desired end it was necessary to weave cloth on a curve. It could not be done, he was told. In his own office he erected machinery. He employed skilled weavers. For seven years he worked—expending some $80,000. Then the thing that could not be done was accomplished, and the collar made. It is from the royalties on these collars—royalties coming from a number of countries—that Van Heusen draws his reward—some $7,000 a day. Van Heusen collars for the Canadian and West Indian trade are made by Canadian Converters.

Amendments to the Sales Tax Likely

From Our Own Correspondent.

OTTAWA.—The January sales tax collections were $8,072,002, as against $9,432,922 for December. It is as yet too soon to draw conclusions as to what the revenue-producing power of the new tax will be. The customs officials contend that it will bring in less revenue than the old tax did, and the first month's collections would seem to bear out this view. On the other hand as the tax is now paid on the finished product, it is possible that the number of such products was, during the first month, not as large as it will be during the average month later on.

There is still talk of amending the sales tax, and it is probable that any tax which had to be so altered in its application, as this has been through rulings, would stand amendment to advantage.

Fraser Companies' Statement Good One

From Our Own Correspondent.

MONTREAL.—The annual statement of the Fraser Companies, Limited, of Edmundston, N. B., will be forthcoming very shortly, and it is expected that it will indicate earnings in line with the preliminary estimate made at the New Year. Profits in 1922 were $804,000, and this year will likely be about half a million higher than that. Last year the provision for depreciation of inventories, amounting to $270,000 and other deductions more than wiped out the trading profits, but there should be a substantial amount earned on capital stock for 1923.

LANDER'S PLAN FOR THE GUARANTEE OF SAVINGS DEPOSITS

(Continued from page 9)

radical attitude." The writer of your article is without knowledge of the facts in making a statement like that. Before the problems of banking and the question of Parliamentary responsibility to the people is finished those who are foresighted and who wish for the strengthening of our banks and their success will find that the proposal I made then and my suggestion for guaranteed savings accounts will be extremely conservative compared with what the majority of the people will be demanding. The interests of the banks of our country and the people are mutual.

From the point of view of the banks and from that of business, industry, commerce and agriculture, it is of the utmost importance that confidence in all our chartered banks should be restored and that the savings of the people should be deposited, not with the Government through post office savings departments, but with the banks whose business is to act as receivers of those savings and a safe medium for the loaning of that money to the people in the country who are developing our business and our resources. To the extent that the available liquid money of the community is placed in the hands of our banking institutions, just to that extent can the banks function in supplying the necessary funds on short term loans to the business of the country. In other words you must distinguish between money which is loaned out for a long term, such as Government bonds, mortgages, etc., and short term liquid money which the banks handle and loan out for sixty and ninety days, the banks at the same time being prepared to re-pay the money to the depositors on demand. That, I think, distinguishes exactly between the banking system on the one hand and Government borrowing on the other. Therefore, when your journal advocates the advantages of post office savings banks you are advocating a principle which strikes at the success of the banking business in Canada. Shake the confidence of the people in our chartered banks, increase the disposition of provincial and federal governments to take the savings of the people and give interest thereby causing the Government to enter the banking business, and you will shake the whole banking structure of this country. Governments require investment money that they must keep a long time and repay in a specified manner while banks ask for the savings which by experience they can loan out for short loans, and still be prepared to pay back the depositor his money.

The only argument of any strength in the article from the Ottawa Journal is that the post office savings banks provide the very facilities asked for in my resolution but the fact is that the post office does not provide these facilities for the following reasons:

(a) A depositor in the post office cannot draw on his account by cheque; to draw out his money he must attend personally and fill in an application form which is forwarded to Ottawa where his money has already been sent, and he is obliged to wait until the return by mail of a cheque from Ottawa to the depositor, all of which involves a period of at least twelve and sometimes fifteen days' delay before he can secure his money. To make deposits he must appear personally.

(b) A depositor in the post office is not allowed to deposit more than $1,500 during any one year or a total deposit of $5,000.

(c) On the other hand, the banks savings accounts facilitate in every way the quick transaction of business. Cheques can be drawn against the account, deposits made through the mail and withdrawals made within five minutes after you enter the bank.

(d) The two systems are entirely different and experience has shown that the post office facilities are not in any way satisfactory to the thrifty person or the man who is saving his money in the banks and using it from time to time for his every day needs.

The conclusion of your article urges branch managers to quote the arguments from the Ottawa Journal in explaining to the depositors why a Government guarantee is not advisable in the public interests. Surely as a weekly journal of high standing in financial circles you will agree with the soundness of my contention that it is better to let the banks, with their skill, training and experience, have every freedom possible to carry on the banking business of the country and the Government, so far as practicable, to keep out of the banking business, but unfortunately both are concerned. The recent mergers, the failure of the Home Bank and the clearly indicated tendency to centralize control in finance, will cause any public man with a sense of responsibility to the people at large to endeavor to find some solution for restoring a confidence in our banking institutions which formerly existed and which among many people has been lost.

Surely savings accounts guaranteed on an insurance principle where the depositor receives less on his deposits than the ordinary depositor, can do no possible harm to our banks at large and will have a tremendous effect in inducing our citizens to put the money in our banks instead of in their "stockings" thereby enabling the banks to function as they should in developing the business, commerce, industry and agriculture of Canada.

Yours sincerely,

LEON J. LADNER,
Member of Parliament Vancouver South.
Vancouver, Jan. 29, 1924.

Note:—Mr. Ladner is under a misapprehension in thinking THE POST advocated the Post Office Savings Bank in preference to the ordinary banks. What THE POST pointed out was that for those who wished for government security, the machinery of the Post Office Savings Bank was already at their service, and further government accommodation was therefore unnecessary.—Editor.

CANADIAN NATIONAL RAILWAY BONDS

FULLY REGISTERED DEBENTURES, maturing May 6th, 1930, at a price to return an increase in capital of

OVER 13% SIMPLE INTEREST

Per Annum for Six Years

SECURED by a mortgage on property owned and operated by the GOVERNMENT OF THE DOMINION OF CANADA.

THE profit on this investment is accumulative until May 6th, 1930, and as such is NOT SUBJECT TO INCOME TAX.

Write for Particulars

G. A. STIMSON & CO.
LIMITED
36-38 King St. E., Toronto
Established 36 years.

CONSOLIDATED SMELTERS

Ore receipts at the Trail Smelter of the Consolidated Mining and Smelting Co., for the period January 22 to 31, amounted to 19,350 tons, and for the month of January 37,765 tons.

Ontario National Development Corporation Limited

Announces

PORCUPINE KIRKLAND GOLD MINES LIMITED

(NO PERSONAL LIABILITY)

Launching of Vast New Organization Which Embraces Chain of Gold Properties Looping Across Northern Ontario

GATHERING into the sweep of a tremendous arm, upwards of four thousand acres, fifty-nine meritorious, hand-picked gold properties, and amalgamating them into one powerful organization, the ONTARIO NATIONAL launches this week the PORCUPINE KIRKLAND GOLD MINES LIMITED. In territorial dimension, in magnitude of scope and in the vast spread of its activities, this latest enterprise promises to stand unparalleled in the gold mining history of Ontario. Definitely and emphatically it registers a clear vision of the tremendous gold production which Ontario is to enjoy in the next ten years.

Each week brings the appeal of statesmen, banking officials and engineers, urging industrial expansion in the North. In answer the international capitalist advances steadily on the field. Outstanding properties of acknowledged merit become more and more difficult to acquire.

Back and forth across the richest and choicest of these gold centres, centres which gave birth to the biggest producers of the day, loops the long chain of holdings incorporated in the PORCUPINE KIRKLAND GOLD MINES LIMITED.

Carefully Chosen

It is the skilled judgment of ONTARIO NATIONAL engineers which has selected them—the careful analysis of geologists. For many months these experts have been selecting, culling, approving or rejecting. In some cases the core-drill gave the word that decided.

Ontario's Best

The properties of the new corporation in number and expanse, excellence of geologic formation and tangible promise of rich ore bodies, are among the best that Ontario has to offer in the world's markets interested in the development of profit-sharing gold mines.

$100,000 Already Expended

The plan of the PORCUPINE KIRKLAND GOLD MINES LIMITED provides **for a minimum of Ten carefully selected gold groups,** comprising some 4,000 acres. **Of these, Six groups,** now owned and controlled by the Corporation, are listed herewith. There has already been approximately $100,000 expended in initial development of these properties. Under the direction of the ONTARIO NATIONAL, which assumes responsibility for financing, equipping and bringing them to a profit-sharing stage, work will be consistently and intensively carried forward.

The announcement of this new enterprise, following hard as it does upon the establishment of the PORCUPINE GRANDE as a property with unusually rich and extensive ore deposits, records a second dramatic stroke in a period of weeks. The PORCUPINE KIRKLAND GOLD MINES LTD. is at once the most significant and far-reaching development projected by this great holding corporation.

ONTARIO NATIONAL DEVELOPMENT CORPORATION
LIMITED
Head Office, Suites 504-5, Confederation Life Building, Toronto
Branch Office, 674 Danforth Avenue, Toronto
Telephones: Head Office, Main 1830; Branch Office, Gerrard 5115

PROPERTIES OF THE PORCUPINE KIRKLAND GOLD MINES LIMITED

PORCUPINE MINING DISTRICT

Whitney Township - - 4 Claims

Geology—Junction of two main sheared zones showing pronounced porphyry intrusions.

This property adjoins the Porcupine Grande mine, which has in the course of the past few months shown under the core drill an ore body of unusual extent and rich gold content.

WEST SHINING TREE MINING DISTRICT

Cabot Township - - 7 Claims

Numbers: 5046, 5047, 5048, 5049, 5050, 5051, 5052.

Geology—The main lead has whole length in quartz and porphyry. There are two leads, 50 and 75 feet respectively. The latter is trenched for fifty feet and "grab sample" assays from $1 to $10 per ton—no blanks.

Cabot Township - - 3 Claims

Numbers: 5035, 4704 and 5062.

Geology—As above.

LIGHTNING RIVER MINING DISTRICT

Harker Township - - 10 Claims

Numbers: 11858, 11859, 11860, 11868, 11711, 11712, 11710, 11709, 12501, 12503.

Geology—Basalt, Greenstone.

Original Strike was 40 feet wide and traced for three miles, of which this property owns 1¼ miles.

Property adjoins Archibald, O'Neill and McDermott groups.

Surface assays average $7 to the ton over 40 feet.

KIRKLAND LAKE MINING DISTRICT

Black Township - - 5 Claims

Numbers: 13106, 13107, 13108, 12997, 12998.

Geology—Greenstone.

Five veins averaging one foot in width, traced for 500 feet northwest and southeast.

All assays show gold values.

Black Township - - 2 Claims

Numbers: 13267, 13268.

Geology—Engineers speak highly of gold prospects.

The Following Properties Are Under Option Subject to Approval of Legal Department:

KIRKLAND LAKE MINING DISTRICT

Teck Township - - 4 Claims

Numbers: 1437, 1439, 1534, 1535.

This excellent group is bounded by the Townsite Mines, Black claims, Tough-Oakes Mine and Montreal-Ontario Mine. Within 1½ miles are the Teck-Hughes, Lake Shore, Wright-Hargreaves, Hudson Bay and Sylvanite, all producing mines.

Three power lines cross the property.

Two large bunk houses are ready for use.

Engineers claim three parallel porphyry belts on the Berry claims with promise of as high values at depth as their rich producing neighbors.

Gauthier Township - - 8 Claims

Ellstone-Dunkin Group.

Extensive diamond-drilling proved good values.

MATACHEWAN MINING DISTRICT

Flavelle Township - 19 Claims (5 in Gross Township)

Geology—Porphyry intrusive similar to that bearing the rich ore deposits in Hollinger, McIntyre and Dome Mines.

LABOR DEMANDS A HANDICAP TO MINE OPERATION

Indianapolis Control is Hampering Alberta Production

CANNOT PAY WAGES

Scale Fixed Without Relation to Local Conditions and Costs Prevent Development of Consuming Market

From Our Own Correspondent.

CALGARY. — Special significance attaches in Western Canada to the convention of the United Mine Workers at Indianapolis. Strange as it may seem that an American union should exercise an influence on wage contracts in Alberta, it is nevertheless true that it has done so in the past and may do so again in the negotiations which open between the operators and miners in Calgary on March first.

The position of producers in Alberta is a peculiar one. The mine workers' organization is one only of the thirty or more districts of the United Mine Workers of America. Meeting annually in general convention in Indianapolis prior to the expiry date of wage agreements, a general policy is formulated covering all basic matters of wages, hours of work, and general working conditions. Individual districts have local autonomy in minor matters, but it is extremely limited, and has little if any effect on the general contracts, the basis of which is determined at Indianapolis. The inevitable effect is that negotiations in local fields may be carried on with some show of sincerity, but are in fact subject to policies and decisions over the making of which the local participants have little if any control. As between the various states of the Union this may involve little if any hardship. One coal-producing state paying a certain scale suffers little but ordinary competition from a neighboring state paying a scale closely similar.

The Consumer Pays

Conditions in Alberta, however, bring about a very different result. Isolated from any other coal-producing area, dependent upon its own people and those of the neighboring provinces for its market, limited in that market by the consuming and buying power of the public, supplied by mines with a tremendously wide range of physical conditions, and subject to the keenest local competition as a result, the burden of wage schedules determined in Indianapolis rests directly on the western consumer whether industrial or domestic. In addition, many of the mines are not unionized, or if unionized, are not under the United Mine Workers of America. Ruinous competition results. Some of the more expensively operated mines find themselves faced with the possibility of permanently going out of business, mines which have been well equipped, well managed, and might reasonably have looked forward to operating for many years to come. Alberta has many mines of small calibre opened up in farming districts, operating on a very small tonnage for a year or two and closing down. They fill a certain need, but their existence is ephemeral, their effect on the industry small, and their loss unimportant. The larger mines, however, are usually well established villages with a more or less permanent population, modern buildings, and modern plants, and their loss to the industry is real and regrettable. Other mines, not confronted with the vital problem of closing down, nevertheless find their margins reduced to a point where the upkeep of plant and the adequate maintenance of property becomes a serious burden, and wages being the first and necessary consideration, other expenditures must be postponed in the hope, constantly deferred, that presently the situation will be relieved.

Alberta needs a revision of the wages paid to miners. No one grudges a reasonable return for service to any industry. Increases, in Alberta, however, have been piled on increases, and to-day the miner is receiving a return greatly out of proportion to employees in other industries, greatly out of proportion to the service performed, and paid almost entirely by the public of the western provinces.

Development of Industry

It is of interest to trace the development of coal mining in Alberta, particularly in its relation to the United Mine Workers of America, and those producers whose operations have been carried on under contracts negotiated with that organization.

In October, 1906, six men, representative of as many companies engaged in mining coal, met to consider the advisability of forming an association to promote the interests of the industry, to encourage its development, and to treat as a unit in matters of wages and working conditions with its employees, already organized as the United Mine Workers of America, District 18.

Out of that informal meeting grew the Western Canada Coal Operators' Association.

Beginning in 1906 with a membership of seven companies and a production of 1,975,278 tons, the association has expanded to a membership of twenty-eight companies, and an annual production, which, in 1923, amounted to about 5,300,000 tons.

The story of the development of the association is the story of the development of Alberta and South-Eastern British Columbia as coal producing provinces, a development which, in 1920, placed Alberta at the head of Canadian provinces, with a total production of 6,907.765 tons, and from the mines in South-Eastern British Columbia accounted for 945,288 tons, or 32 per cent. of the total tonnage of that province.

In these early days six of the companies, viz.:

The Crow's Nest Pass Coal Company, at Fernie, B. C. The International Coal & Coke Company, at Coleman, Alta. The West Canadian Collieries, at Blairmore, Alta. The Canadian-American Coal Company, at Frank, Alta. The W. H. McNeill Company, at Canmore, Alta., and the Breckenridge Lund Coal Company, at Passburg, Alta., were producing bituminous or steam coal, and two were manufacturing coke. The seventh, the C. P. R. mine, at Bankhead, was producing anthracite, and all were finding a market in Saskatchewan, Alberta, British Columbia, and in the states immediately to the south of these provinces.

The C. P. R. mine, at Lethbridge, one of the pioneer mines of the district, and producing a high-grade domestic coal, sold under the name of "Galt Coal," was not then a member of the association. The Drumheller field, later to take a commanding place in the domestic field, was yet undeveloped, as were the steam coal seams west of Red Deer and West of Edmonton, then known only to the prospector and the geologist.

A Big Change by 1915

By the year 1915 a vast change had taken place. The pioneer mines in the Crow's Nest, the Lethbridge, and the C. P. R. main-line fields, had improved their operations and increased their production. The Drumheller Valley had entered the market through half a dozen operations developed and equipped to meet the growing demand, and with new railway facilities, the steam coal mines in the Brazeau, Mountain Park, and Jasper Park districts of the North had found an outlet and a market.

Not the least of the causes responsible for the rapid growth was the demand created by and during the years of the war. Production in all lines developed to an extent hitherto unknown. In mine and mill and factory the demand for output grew until it overshadowed every other consideration, and in constantly increasing quantities the finished product rolled to the seaboards. Coal for production, manufacture, and transportation became a necessity as never before. Development was pushed in the older mines, new mines were opened, and the necessary equipment secured to meet conditions which outpaced them overnight. Then came the end of the war, and the inevitable depression. For a time the demand continued, but it could not last, and, although production maintained a level well above pre-war figures, companies presently found themselves with a capacity far beyond, and a production that surpassed the requirements of normal times.

It is no part of the purpose of this

(Continued on page 20)

JANUARY LAUNCHES NEW YEAR WITH A BUILDING INCREASE

Figures for Same Month Last Year Lower—Gains Fairly General

Building in Canada in January made a slight gain over the same month of 1922. The increase, though small, was well scattered throughout the Dominion, the Maritimes, Quebec, Ontario and western provinces all sharing. Thirty-one Eastern cities made a gain of $27,903 with a total of $3,343,283, while 14 Western cities advanced $3,825 to a total of $361,245. Port Arthur made the principal gain of the month, over $700,000, due to the erection of the Reliance grain elevator, $850,000, while Toronto featured with the heaviest loss of the month, just a little more than the gain shown by the head of the lakes centre. Montreal showed a fair advance for a winter month, while Windsor showed a $400,000 decline.

The January permits with comparative tables follow:

Eastern Cities

	Jan. 1924	Jan. 1923	Chge.
Maritimes—			
Halifax	$ 16,332	$ 25,580—$	9,248
Moncton	4,086	350+	3,736
St. John	45,900	......+	45,900
Sydney	16,100	......+	16,100
Quebec—			
Montreal	724,780	477,475+	247,305
Quebec	174,365	26,050+	148,315
Sherbrooke	......	8,000—	8,000
Westmount	......	30,000—	30,000
Ontario—			
Brantford	7,025	12,290—	5,265
Chatham	16,200	3,500+	12,700
Hamilton	105,800	141,400—	35,600
Fort William	15,700	16,800—	1,100
Galt	75	......+	75
Kingston	545	4,005—	3,460
Kitchener	73,625	12,278+	61,347
London	235,400	140,725+	94,675
Niagara Falls	19,425	175+	19,250
Oshawa	8,250	23,075—	14,825
Ottawa	7,460	17,875—	10,475
Peterborough	3,625	6,250—	2,625
Port Arthur	853,938	151,899+	702,039
Sarnia	28,705	46,322—	17,617
Stratford	4,645	4,225+	420
Smiths Falls	2,000	......+	2,000
St. Catharines	65,575	3,070+	62,505
St. Thomas	5,725	2,900+	2,825
Toronto	795,017	1,508,299—	713,282
Welland	1,500	1,200+	300
Waterloo	19,850	142,312—	122,462
Windsor	91,565	506,925—	415,360
Woodstock	130	2,400—	2,270
Total 31 E. cities	$3,343,283	$3,315,380+$	27,903
Yk. Township	176,100	......	......

Western Cities

	Jan. 1924	Jan. 1923	Chge.
Alberta—			
Calgary	$ 18,600	$ 24,000—$	5,400
Lethbridge	3,355	1,065+	2,290
Medicine Hat	140	......+	140
Manitoba—			
St. Boniface	300	10,000—	9,700
Winnipeg	100,950	69,000+	31,950
Saskatchewan—			
Moose Jaw	200	110+	90
Prince Albert	660	5,000—	4,340
Regina	11,510	5,350+	6,160
Saskatoon	1,375	2,275—	900
Weyburn	......	......	......
British Columbia—			
Nanaimo	3,900	540+	3,360
N. Westminster	6,135	11,325—	5,190
Vancouver	196,815	208,570—	11,755
Victoria	17,305	20,185—	2,880
Total 14 W. cities	$361,245	$357,420+$	3,825
Gr. total 45 cities	$3,704,528	$3,672,800+$	31,728

PREFERENCE THROWN INTO WASTE BASKET

British Politicians Playing With Fire in Fiscal Relations With Canada

MONTREAL.—Canada's hopes for preferential treatment in tariffs from the United Kingdom have received one blow after another since the hopes of our producers were raised to high levels by the preliminary promises that arose out of the Imperial Economic Conference and Baldwin's subsequent protection campaign. Canadians are back where they were before in their fiscal relations with Britain, and a great many Canadians cannot help feeling that somehow they have been played with by the British politicians.

The feeling is well expressed by F. C. Wade, agent-general, for British Columbia in London, who charges that British politicians are "playing with fire." He points out every section of Canada applauded the preferential treatment afforded by the British representatives to the Imperial Economic Conference and lifted up both hands for it. "If the offer is withdrawn, the disappointment will be correspondingly great," declares Mr. Wade, who adds in a letter to the London Times:

"That Imperial preference is the policy of the Empire there can be no question. Canada has accorded preferential treatment for British goods for 27 years. She at present gives a preference averaging 33 1-3 per cent. or more on all goods coming from Britain and various parts of the Empire. During the last session of parliament the preference was increased. Preference tariff arrangements exist in Australia, New Zealand, South Africa, and Newfoundland. Preference has long been an all-Empire stabilized policy. It has been the settled policy of Great Britain since 1917. Does Great Britain propose to recede from a policy which has been repeatedly and unanimously adopted by her own parliament and by the Empire at large? Does she propose to be in the Empire but not of the Empire? Are the results of all-Empire deliberations for the last six years to be thrown in the waste-basket? If so, it need be no matter of surprise if the Dominions bid goodbye to conferences Imperial as well as economic. And then what? Mr. Bruce states that for years Australia has refused to enter into reciprocal relations with other countries, desiring to confine her preferences to Great Britain alone. He has recently added that if the preferences offered are refused, Australia will be forced reluctantly to make her reciprocal arrangements elsewhere. What will Canada, South Africa, and New Zealand do? The politicians are playing with fire, and the sooner the serious nature of the situation is realized the better."

MARITIME POTATO CROP

ST. JOHN.—From all indications, the potato shipments to Havana this season through the port of St. John will greatly exceed those of last year. To date there have been 750,387 bushels sent forward in twenty steamers, while from September 1, 1922, until January 31, 1923, a total of 505,668 bushels were shipped in seventeen steamers.

Big Increase in Current Loans And Call Loans Much Reduced

An increase of $23,390,000 in current loans in Canada, and a reduction of over $30,000,000 in loans abroad are the outstanding features of the statement of the chartered banks for December. Canadian call loans increased $4,590,000, while call loans abroad were reduced $38,580,000. Investments in government securities increased by $10,000,000, and holdings of public securities by $7,000,000 during the month. Specie was reduced by $8,373,000, but Dominion notes increased by $8,141,000, and $1,700,000 was added to the gold reserve. Provincial loans increased $1,177,000, and municipal loans were reduced by $9,280,000. Savings deposits showed a small increase of $122,000, while demand deposits were increased by $17,000,000.

As compared with a year ago, current loans are $53,600,000 lower, and loans abroad higher by $13,640,000, holdings of government securities are increased by $56,870,000, public securities are higher by $28,320,000. Following are comparative figures showing changes for the month and year:

BANK STATEMENT FOR MONTH OF DECEMBER

Immediately Available Liquid Resources

ASSETS

	Dec., 1923	Nov., 1923	Change	Dec., 1922	Change
Specie	$ 57,068,386	$ 65,441,774—	$ 8,373,388	$ 93,789,305—	$36,720,919
Dom. notes	164,352,065	156,211,053+	8,141,012	182,686,820—	18,334,755
Gold reserve	65,602,533	63,902,533+	1,700,000	61,202,533+	4,400,000
U. K. Banks	8,539,945	9,021,094—	481,149	9,824,836—	1,284,891
Foreign Banks	55,692,406	50,380,861+	5,311,545	61,578,126—	5,885,720
For. Currency	29,139,061	27,262,236+	1,876,825	......+	29,139,061
Gov. Secs.	258,713,871	248,669,201+	10,044,670	201,836,520+	56,877,351
Call loans abd.	175,696,780	214,278,010—	38,581,230	185,653,891—	9,957,111
	$ 814,805,047	$ 835,166,764—	$20,361,717	$ 796,572,031+	$18,233,016
Loans and Securities Other Than Those of Canadian Government					
Pub. sec.	$ 124,755,576	$ 117,753,732+	$ 7,001,744	$ 96,432,184+	$28,323,292
Rly. Sec.	43,401,893	43,310,866+	91,027	42,320,294+	1,081,599
Can. Call Loans	115,527,321	110,928,603+	4,598,718	98,383,580+	17,143,741
Current	1,011,612,518	988,221,179+	23,391,339	1,065,226,894—	53,614,376
Loans ab'd.	171,299,479	202,086,046—	30,786,567	157,657,083+	13,642,396
Prov. loans	23,339,644	22,162,470+	1,177,174	19,371,287+	3,968,357
Municipal	66,443,202	75,723,973—	9,280,771	57,014,733+	9,428,489
	$1,556,379,533	$1,560,186,869—	$ 3,807,336	$1,536,406,055+	$19,973,478
Other Assets					
Overdue debts	$	$	$	$ 7,068,816—	$ 7,068,816
Non-curr. loans	15,943,319	15,978,651—	35,332	......+	15,943,319
Real Estate	6,762,781	6,606,770+	156,011	5,614,726+	1,148,055
Mortgages	3,857,637	3,852,445+	5,192	4,572,507—	714,870
Premises	69,541,582	69,273,699+	267,833	71,826,756—	2,285,174
Lets. of cred.	50,657,705	51,717,264—	1,059,559	20,267,255+	30,390,450
Loans to comp.	9,784,803	9,759,189+	25,614	......+	9,784,803
Other assets	4,335,421	4,095,738+	239,683	4,158,069+	177,352
	$ 160,883,248	$ 161,283,756—	$ 400,508	$ 113,508,129+	$47,375,119
Total	$2,532,067,828	$2,556,637,389—	$24,569,561	$2,446,486,215+	$85,581,613
Note cir. dep.	10,521,126	6,130,425+	4,390,701	6,450,026+	4,071,100
Int. bk. bal.	157,835,149	139,340,403+	18,494,746	165,701,863—	7,866,714
Gross	$2,700,424,103	$2,702,108,217—	$ 1,684,114	$2,618,638,104+	$81,785,999
LIABILITIES TO THE PUBLIC					
Liability to Government and Circulation.					
Circulation	$ 180,246,825	$ 181,266,326—	$ 1,019,501	$ 176,201,351+	$ 4,045,474
Dom. Govt.	37,725,518	35,049,542+	2,675,976	48,022,846—	10,297,328
Prov. Govt.	44,370,038	42,545,100+	1,824,938	30,560,457+	13,809,581
Govt. advances	31,200,000	28,500,000+	2,700,000	......+	31,200,000
Deposits by Public					
Demand dep.	559,839,758	542,796,193+	17,043,565	537,613,056+	22,226,702
Savings	1,180,037,130	1,179,914,963+	122,167	1,184,703,596—	4,666,466
Total	$1,739,876,888	$1,722,711,156+	$17,165,732	$1,722,316,652+	$17,560,236
Foreign dep.	299,780,587	307,137,906—	7,357,319	288,350,768+	11,429,819
Due to Banks Abroad, etc.					
U. Kingdom	$ 4,493,849	$ 8,196,807—	$ 3,702,958	$ 8,482,349—	$ 3,988,500
Foreign	29,582,206	37,637,265—	8,055,059	30,163,550—	581,344
Bills pay.	5,648,059	7,202,912—	1,554,853	8,506,825—	2,858,766
Lets. of cred.	50,657,705	51,717,264—	1,059,559	20,267,255+	30,390,450
Other liab.	1,903,200	1,927,122—	23,922	2,835,782—	932,582
Pub. Liab.	$2,425,484,875	$2,423,891,400+	$ 1,593,475	$2,335,707,835+	$89,777,040
Due bet. bks.	12,882,745	14,055,020—	1,172,275	11,757,121+	1,125,624
	$2,438,367,620	$2,437,946,420+	$ 421,200	$2,347,464,956+	$90,902,664
Liability to Shareholders					
Dividends	$ 844,253	$ 3,497,043—	$ 2,652,790	$ ......+	$ 844,253
Reserve	123,625,000	123,625,000	......	130,675,000—	7,050,000
Capital	123,409,130	123,409,130	......	125,291,934—	1,882,804
Gross	$2,686,246,003	$2,688,477,593—	$ 2,231,590	$2,603,431,890+	$82,814,113

Union Trust Company

LIMITED

HEAD OFFICE AND SAFE DEPOSIT VAULT

Richmond and Victoria Streets, - TORONTO

BOARD OF DIRECTORS:

Henry F. Gooderham, President — J. H. McConnell, M.D., Vice-President

Mark Bredin — W. C. Laidlaw — M. Ross Gooderham

S. R. Parsons — J. B. Laidlaw — A. P. Taylor — W. H. Smith — H. H. Beck

Twenty-Third Financial Statement for Year Ended December 31, 1923

CAPITAL ACCOUNT

ASSETS		LIABILITIES	
Mortgages and other securities on Real Estate	$ 891,141.86	Capital Stock, fully paid	$1,000,000.00
Bonds and Stocks	343,523.48	Reserve Fund	500,000.00
Loans on Bonds and Stocks	55,558.02	Contingent Reserve	25,000.00
Real Estate	235,239.09	Dividend Payable Jan. 2, 1924	17,500.00
Other Assets	221,154.96	Dominion Income Tax, accrued	5,448.31
Cash on hand and in banks	49,047.04	Other Liabilities	132,712.45
		Profit and Loss	115,003.69
	$1,795,664.45		$1,795,664.45

GUARANTEED TRUST ACCOUNT

Mortgages on Real Estate	$4,210,112.01	Trust Funds for Investment	$3,587,985.88
Victory, Municipal and other Bonds and Debentures	651,832.35	Trust Deposits	1,276,482.56
Cash on hand and in Banks	174,116.01	Capital Account	171,591.93
	$5,036,060.37		$5,036,060.37

ESTATES, TRUSTS AND AGENCY ACCOUNT

Funds and Investments	$6,561,946.20	Estates, Trusts and Agencies	$6,561,946.20
TOTAL	$13,393,671.02	TOTAL	$13,393,671.02

PROFIT AND LOSS ACCOUNT

Quarterly Dividends	$ 70,000.00		
Portion of cost of Safe Deposit Vaults	3,600.00	Balance brought forward December 31, 1922	$142,837.32
Taxes and Registration Fees accrued and paid to Dominion and Provincial Governments and Municipalities	12,930.14	Profit for the year after defraying cost of management, expenses and interest on Guaranteed Funds	108,696.51
Transferred to Reserve Fund	50,000.00		
Balance carried forward	115,003.69		
	$251,533.83		$251,533.83

C. D. HENDERSON, Secretary. JAMES K. PICKETT, General Manager.

PRICE, WATERHOUSE & CO., Auditors.

To Men with Ambition

Here is the record of the recent phenomenal growth of the Crown Life Insurance Company:

	1918	1923
Insurance in Force	17,398,195.00	42,175,180.00
Assets	2,554,434.33	5,472,666.94
Surplus Funds	94,660.21	560,877.39

A Company that can show such evidence of rapid growth is a good Company to work with.

Are you ambitious to build up a permanent and independent business? Here is your chance. Crown Life Policies are particularly attractive. There were 50% more applications for them in 1923 than in 1922. It will pay you to investigate the general agency proposition which we can offer you.

Make an appointment to-day to discuss this with us confidentially.

T. E. CONNOR, 59 Yonge St., Toronto Phone Adel. 6335

CROWN LIFE INSURANCE COMPANY

CHANGE FARMING METHODS TO GAIN SUCCESS IN WEST

Farmers Realize That Intensive Cultivation Necessary

WESTERN HOMES, LTD.

Company Completes 9 Years With Good Report of Earnings and Progress—96% of Interest Paid

WINNIPEG.—Nine years in business without a loss and the payment of a seven per cent. dividend every year, is the record reported by Western Homes, Limited, of Winnipeg. In addition, steady development is reported in every department. The paid-up capital has increased year by year, as has also the capital subscribed. Business handled has kept pace with the increasing capital.

The company was inaugurated nine years ago by M. Willis Argue, who is still its president and general manager. Originally it was intended that it should assist in the erection of Homes, as its name indicated, but the general purpose was later changed to that of a general mortgage company although the original name was maintained.

Some interesting figures were given at the annual meeting, and one of the most striking features was the announcement that in 1923 the company collected interest equalling 96 per cent. of the interest earned.

The sum of $143,2[illegible]0 was collected on mortgage accounts, exceeding collections in 1922 by $30,549. Undivided profits brought forward, and the profits for 1923 totalled $73,215, of which $46,205 was required to pay the usual seven per cent. dividend and income tax. The balance, $27,010, was carried forward to surplus. The average paid-up capital was over $600,000 for the year. The increase during the year was $100,479, and the amount invested in stock since January, 1924, totals $17,447. The paid-up capital at February 1 stood at over $710,000. The sum of $125,561 was added to assets, which now total $780,285, as at the end of December. Deferred profits stood at $40,001, and premiums in course of collection at $180,511. Organization was reduced by $2,000. Subscribed capital increased by $100,000, total subscribed being $2,101,100.

Addressing the shareholders of the company, Mr. Argue said: "We have passed through a depression which has affected the whole world, with possibly less anxiety than the majority of countries affected. There is evidence now of a gradual improvement in general conditions throughout Canada, and we may confidently look for a revival in business and a greater development than this country has ever known."

For Mixed Farming

Mr. Argue, who spent a considerable portion of the summer and fall in the rural districts, said that farmers realize that more intensive cultivation is necessary and are themselves preparing for the change in methods of farming which is inevitable, and which came to Ontario 40 years ago. The great majority are facing the future full of confidence and determined to pull out on top.

Six Points for Success

Particular stress was laid by Mr. Argue on some points which he regards as essential for the development of the West. Briefly, he summarized these under six headings:

1. More faith. Faith in this country was absolutely necessary in order that one might give his best to it.

2. Confidence. Without confidence in each other it was impossible to secure that degree of co-operation necessary to produce the best results.

3. Immigration. And touching this important point, Mr. Argue pointed out that now Canada had more to offer immigrants than at any time in her history. When the earlier settlers came they had to take unimproved land, far from the railroad and entirely without conveniences of any kind. Now there were a great many improved farms obtainable at prices no higher, in some cases not so high, as that paid for raw land a few years ago. The country was well supplied with railroads, educational and social facilities, and all that was lacking was the people to use them.

4. Capital. With one-sixteenth of the world's coal deposits, leading the world in mineral deposits, with vast timberlands as yet untouched, capital was urgently needed to set free the wealth from these resources.

5. Manufacturing. With abundant supplies of electrical energy available for manufacturing at a very low rate it was of the utmost importance that industries should come to the West. They would go far towards providing the market for the produce of the farms, while the agriculturists of the prairies would form a steady market for the products of the factories.

6. Agriculture. Still the basic industry of the West, and unquestionably destined to remain so in the future, it was of the utmost importance that the raising of livestock, grain, and other farm produce should be a profitable industry to the farmer, and to this end the efforts of the Dominion's ablest men should be directed.

The officers and directors are: M. Wills Argue, president; W. Redford Mulock, and D. J. Dyson, vice-presidents; R. C. Duncan, secretary; W. O. Jeffries, M. McInnes, E. J. Brownlie, W. A. Bremer, and B. C. Parker, directors.

FARM PRICES AFFECT MORTGAGE LOANS

Still Hamilton Provident Registered a Substantial Increase in Earnings

A substantial increase in earnings was reported by the Hamilton Provident and Loan Corporation for 1923. Dividends were paid, $50,000 added to the reserve and $3,414 placed in the contingent fund. Following are comparative figures:

	1923	1922	1921
Earnings	$360,654	$346,588	$357,176
xFrom cont.	......	7,959	......
	$360,654	$354,548	$337,176
Taxes	20,796	22,954	26,539
Interest	107,439	102,033	96,353
Expenses	59,004	59,560	57,359
	$187,239	$184,547	$180,251
	$173,415	$170,001	$156,725
Dividends	120,000	120,000	120,000
Reserves	50,000	50,000	......
Contingent	3,414	......	36,925
	$173,415	$170,001	$156,925

Nine Years' Record

Year	Paid-up Capital	xProfits	% Div.	Av. prof. cap.	Earn. rate
1923	$1,200,000	$173,415	10	14.4	6.6
1922	1,200,000	170,001	10	14.1	6.8
1921	1,200,000	156,925	10	13.0	6.2
1920	1,200,000	161,895	9	13.4	6.7
1919	1,200,000	159,730	9	13.2	6.6
1918	1,200,000	160,846	8	13.3	7.0
1917	1,200,000	168,482	8	14.0	7.7
1916	1,200,000	173,031	8	14.4	8.2
1915	1,200,000	161,449	8	13.4	7.6

x Taxes deducted.

The reserve fund now amounts to $1,400,000 compared with paid-up capital of $1,200,000. The contingent fund amounts to $46,545. Assets total $5,079,239.

Payments falling due under mortgages or urban properties have been met promptly according to George Hope, the president. However, he points out that in consequence of the low prices of all farm products, and in some districts the failure of crops, returns from farm loans were somewhat less than usual.

ALBERTA'S BUTTER PRODUCTION

EDMONTON.—Alberta's butter production last year was 18,500,000 pounds, or 2,000,000 pounds more than in 1922, according to reports presented at the annual meeting of the Alberta Dairymen's Association.

GUARANTEE OF BANK DEPOSITS
(Kingston Standard)

The question of bank deposits is one which in all probability will come up for discusion at the coming session of the Dominion Parliament, but in most people's opinion the idea that these should be guaranteed will not, and should not, meet with approval. No one compels people to place their money on deposit in the banks, no law requires them to do so, any more than any one or any law forces them to put it in their stockings, or under the mattress.

It is argued that as bank note circulation can be guaranteed, so also should be deposits. But the cases are not similar. Bank notes have to be accepted by everyone in the daily conduct of business, and the necessity arose and was met of guaranteeing them. The same thing obviously does not apply to deposits. It is absurd to try to make either the State or the banks guarantee deposits. People who talk of it are probably unaware of the amount of bank deposits in Canada. A recent return gave those in the chartered banks as amounting to over $2,000,000,000. Farther than that, the plan has been tried in the States, where it has proved a failure. There is a deposit guarantee law in Nebraska, and it is noticeable how many banks are failing there. The same tale can be told of other States. As we have said before, the question really resolves itself into one of robbing Peter to pay Paul, which has never been looked upon as an honest or a businesslike proposition.

1870 **THE MUTUAL LIFE** 1924

Assurance Company of Canada

WATERLOO - ONTARIO

FINANCIAL STATEMENT For Year Ended December 31, 1923

A NOTABLY SUCCESSFUL YEAR

The operations of the company for the past year are revealed in figures that should cause the directors, management, field force and policyholders the deepest satisfaction.

The Company issued policies during the past year amounting in all to $39,040,578. The favorable lapse rate, together with the policies revived, resulted in a net increase of $23,495,912, allowing for terminations. The business now stands at $269,982,566.

The net amount of death claims for the year was $1,375,864.97, much less than that of the preceding year, which was itself a record. The percentage of actual to expected claims was only 39.26%.

The light mortality and the high average rate of interest earned on invested funds, 6.55%, together with economy of administration, enabled the company to record magnificent surplus earnings of $3,012,806.99.

There has existed in some quarters in Canada during the past year a marked feeling of pessimism. It is reassuring in view of this to note the strength of Canadian Life Companies, among whom the Mutual occupies a conspicuous position.

We are entering the new year with confidence that it will equal and surpass any of its predecessors. The policy-contracts have been materially improved, and the dividends substantially increased. This should result in increased business during the year.

The policyholders are once more to be heartily congratulated upon the eminently satisfactory results of the year's operations.

HUME CRONYN, President. CHARLES RUBY, General Manager.

CASH ACCOUNT

INCOME

Premiums (net)	$9,763,635.35
Interest and Rents	3,207,316.11
Amounts left on deposit	464,154.21
Miscellaneous Income	13,663.40
	$13,448,769.07

DISBURSEMENTS

Death and Disability Claims	$1,406,757.42
Matured Endowments	656,590.18
Surrendered Policies	898,209.91
Surplus paid Policyholders	2,109,045.66
Annuities	12,209.68
Supplementary Contracts	39,590.38
Amounts on Deposit Withdrawn	163,253.28
Premium Reductions, Quinquennial	84,086.56
Expenses, Taxes, etc.	2,171,376.96
Total Disbursements	$7,541,120.03
Excess, Income over Disbursements	5,907,649.04
	$13,448,769.07

BALANCE SHEET

ASSETS

Mortgages	$21,014,141.97
Bonds and Debentures	24,588,228.98
Policy Loans	8,851,222.69
Real Estate, including Head Office premises	1,533,946.10
Premium Obligations	17,531.80
Cash in Banks and Head Office	588,893.62
Due and Deferred Premiums	1,167,794.67
Due and Accrued Interest, etc.	1,965,628.18
	$59,727,388.01

LIABILITIES

Reserve, 3½% and 3%		$48,434,575.56
Reserve for Unreported Claims		50,000.00
Sums assured left on deposit		2,223.81
Death Claims unadjusted		169,012.79
Matured Endowments		11,269.00
Dividends due Policyholders		80,557.04
Prem. Red. on Outstanding Prems.		7,065.61
Unpaid Office Expenses and Medical Fees		15,430.25
Accrued Taxes and Rents		117,577.05
Advance Premiums and Interest		101,530.10
Credit Ledger Balances		109,423.95
Dividends Allotted P. and M. Pols.		1,908,117.62
Dividends Allotted S. D. Pols. issued since 1911		828,536.16
Special Reserves and Surplus Funds—		
Special Investment Reserves	$ 850,000.00	
Dividends allotted to S. D. Policies issued prior to 1911	3,425,952.09	
Provision for interim dividends under quinquennial policies	387,157.07	
Provision for dividends payable in 1924	2,200,000.00	
Provision for Mortality Fluctuation and other contingencies	1,028,959.91	
		7,892,069.07
		$59,727,388.01

Exceeds reserve required under Government Standard of Valuation by $996,927.00.

Waterloo, February 1st, 1924.

Audited and found correct, J. M. SCULLY, F.C.A., Auditor.

Return of the Chartered Banks of the Dominion of Canada, Dec. 31, 1923

Made to the Minister of Finance in conformity with Section 112 of the Bank Act, Chapter 32, of the Statutes of 1923

LIABILITIES

NAME OF BANK	Notes in circulation	Due to Dominion Government	Advances under Finance Act	Due to provincial Government	Demand Deposits in Canada	Notice Deposits in Canada	Deposits elsewhere	Balances due to Banks in Canada	Due to Banks in the U.K.	Due to Banks Elsewhere	Bills Payable
	$	$	$	$	$	$	$	$	$	$	$
Montreal	41,612,571	22,249,608	......	4,792,145	140,214,458	304,520,815	80,384,964	2,493,505	80,046	357,491	193,320
Nova Scotia	15,074,324	1,811,099	......	1,731,595	31,424,474	108,763,519	31,061,010	3,089,188	45,166	1,172,979	236,036
Toronto	7,195,653	129,905	2,500,000	1,234,385	26,143,166	46,404,550	......	880,109	41,537	1,808,863	......
Molsons	5,290,304	149,357	......	322,554	16,403,746	39,595,169	......	304,301	7,485	219,558	......
Nationale	6,038,550	192,774	2,000,000	1,005,170	5,764,221	26,980,889	6,883,452	93	1,371	138,496	......
Provinciale	3,476,604	104,505	......	155,921	4,658,027	23,913,289	......	......	......	1,162	......
Union	9,819,355	1,390,823	7,500,000	2,610,155	33,072,277	51,484,115	3,078,222	464,783	2,771,849	802,303	......
Commerce	24,179,343	6,265,142	4,500,000	11,180,822	104,617,770	162,362,494	42,992,091	206,028	409,605	7,116,675	1,852,533
Royal	31,020,200	1,194,202	......	7,559,594	98,761,696	182,872,254	132,074,701	864,999	74,998	13,653,052	3,353,452
Dominion	7,366,384	1,435,728	4,000,000	1,877,317	28,439,140	53,847,920	3,306,147	2,977,068	248,660	1,886,784	12,404
Hamilton	4,882,522	49,313	2,500,000	656,912	14,006,563	35,147,289	......	86,474	1,655	312,020	......
Standard	5,162,295	213,905	3,000,000	1,044,805	15,321,692	33,269,695	......	953,263	721,557	1,109,160	314
d'Hochelaga	6,876,059	289,622	1,000,000	249,030	10,249,116	43,567,037	......	3,645	85,208	283,694	......
Imperial	10,619,560	2,162,010	......	8,969,737	26,906,787	56,841,923	......	3,546	4,712	410,665	......
Sterling	1,157,914	45,823	4,200,000	957,145	2,832,761	9,068,140	......	555,743	......	289,663	......
Weyburn Security	475,187	41,702	......	22,751	1,023,864	1,398,032	......	......	......	19,641	......
Total	180,246,825	37,725,518	31,200,000	44,370,038	559,839,758	1,180,037,130	299,780,587	12,882,745	4,493,849	29,582,206	5,648,059

NAME OF BANK	Letters of Credit	Other Liabilities	Dividends Declared and unpaid	Reserve Fund	Capital paid up	Total Liabilities	Capital authorized	Per cent last dividend	Loans to Directors	Average gold and coin held	Average Dominion notes held	Greatest amount notes in cir.
	$	$	$	$	$	$	$	%	$	$	$	$
Montreal	8,229,481	731,610	67,444	27,250,000	27,250,000	660,427,462	31,175,000	12	1,535,857	15,828,733	50,722,231	44,965,244
Nova Scotia	3,326,895	......	400,814	19,500,000	10,000,000	227,637,103	15,000,000	16	1,998,939	9,500,382	14,683,240	16,428,690
Toronto	937,251	......	7,208	6,000,000	5,000,000	98,282,631	10,000,000	12	832,806	993,820	5,935,087	7,809,250
Molsons	1,055,013	391,368	1,519	5,000,000	4,000,000	72,740,378	5,000,000	12	228,268	590,343	4,142,223	5,673,589
Nationale	32,291	334,717	623	400,000	2,999,570	52,772,220	5,000,000	6	646,126	337,822	942,838	6,038,550
Provinciale	......	54,542	9,599	1,500,00	3,000,000	36,873,653	5,000,000	9	......	167,439	242,663	3,626,064
Union	1,278,064	2,356	11,490	1,750,000	8,000,000	124,035,797	15,000,000	8	2,091,278	1,084,286	6,228,807	10,756,355
Commerce	8,812,321	......	23,534	15,000,000	15,000,000	404,518,361	25,000,000	12	3,951,792	14,614,000	22,279,000	26,511,482
Royal	23,204,820	......	45,822	20,400,000	20,400,000	535,479,795	25,000,000	12	1,231,914	10,393,972	25,714,577	34,495,308
Dominion	2,259,008	338,593	240,219	7,000,000	6,000,000	121,235,377	10,000,000	12	682,198	2,030,000	5,261,000	8,153,446
Hamilton	396,597	......	14,778	4,850,000	5,000,000	67,904,128	7,000,000	12	1,192,416	883,315	2,018,797	5,611,022
Standard	101,409	......	827	2,750,000	4,000,000	67,648,926	5,000,000	12	53,118	1,121,792	2,893,772	5,671,190
d'Hochelaga	602,846	......	2,556	4,000,000	4,000,000	71,208,817	10,000,000	10	408,084	513,560	2,645,516	6,968,369
Imperial	417,209	......	2,820	7,500,000	7,000,000	120,838,972	10,000,000	12	325,836	1,973,632	8,092,861	11,825,590
Sterling	4,500	......	1,881	500,000	1,235,000	20,848,574	3,000,000	8	337,631	72,881	804,695	1,288,388
Weyburn Security	......	49,951	13,119	225,000	534,560	3,793,809	1,000,000	5	11,451	17,528	132,106	516,237
Total	50,657,705	1,903,137	844,253	123,625,000	123,409,130	2,686,246,003	182,175,000	......	15,527,714	60,123,505	152,739,413	196,338,774

ASSETS

NAME OF BANK	Current Gold and Subsidiary Coin	Dominion Notes	Notes of other banks	United States and other foreign currencies	Cheques on other banks	Balances due from banks in Canada	Due from banks elsewhere	Government securities	Canadian municipal British and foreign securities	Railway and other bonds and stocks	Call loans in Canada	Call loans elsewhere
	$	$	$	$	$	$	$	$	$	$	$	$
Montreal*	15,873,500	56,454,572	4,858,918	432,920	29,254,575	......	19,439,397	53,643,804	42,298,906	2,740,780	10,366,852	112,096,391
Nova Scotia	9,527,112	20,893,762	1,180,830	1,585,803	11,855,619	......	3,357,229	31,947,942	9,896,897	6,883,249	11,318,943	6,088,762
Toronto	996,840	5,428,140	644,305	69,430	4,240,351	......	892,620	16,230,089	3,889,739	1,151,195	10,277,145	......
Molsons	586,432	3,934,359	680,715	48,024	4,083,839	6,104	1,415,249	7,003,534	1,379,871	1,342,640	4,576,052	......
Nationale	380,557	1,597,544	603,085	138,701	2,164,353	1,518	736,854	19,889	6,641,788	4,882,276	489,199	......
Provinciale	167,611	235,817	512,955	29,336	2,144,913	1,972,120	236,966	3,419,377	2,707,972	1,676,676	5,915,658	......
Union	1,099,581	6,536,173	952,985	73,068	5,348,297	259,569	1,463,514	16,786,230	7,285,909	3,167,650	1,045,940	673,398
Commerce	9,200,544	16,738,298	2,534,800	1,393,849	17,493,811	1,735	8,576,291	38,618,642	13,275,844	7,062,486	26,858,794	20,313,871
Royal†	12,461,650	21,850,482	3,811,160	25,060,781	28,256,537	......	21,584,236	36,288,747	16,615,554	10,272,746	19,012,358	27,026,953
Dominion	2,048,850	10,505,844	888,169	75,885	9,298,435	1	2,842,920	17,499,251	4,024,226	2,503,881	5,278,335	2,397,405
Hamilton	914,367	3,075,795	709,365	44,684	2,835,633	71,324	298,423	3,339,933	2,772,252	239,948	6,068,865	......
Standard	1,166,112	3,502,101	501,300	22,424	3,937,656	100,000	612,360	8,600,122	2,363,432	136,416	2,958,458	100,000
d'Hochelaga	557,428	2,695,504	1,432,270	75,907	3,339,749	251,435	529,254	4,484,879	6,486,408	638,210	6,380,614	......
Imperial	1,995,005	9,689,248	1,626,854	79,300	7,924,199	500,786	1,946,905	11,169,772	3,670,580	409,965	4,893,305	7,000,000
Sterling	74,634	1,084,082	157,865	7,985	649,332	6,954	153,055	9,446,452	1,436,784	294,375	86,803	......
Weyburn Security	18,163	138,364	11,825	964	38,459	690,444	45,998	215,208	9,314	......	......	......
Total	57,068,386	164,352,065	21,107,401	29,139,061	132,865,758	3,861,990	64,232,351	258,713,871	124,755,476	43,401,893	115,527,321	175,696,780

NAME OF BANK	Other current loans in Canada	Other current loans elsewhere	Loans to Municipalities and to provinces	Non-current loans	Real estate other than premises	Mortgages on real estate	Bank premises	Letters of Credit	Deposit for note circulation	In central gold reserves **	Shares of and loans to controlled companies	Other assets	Total Assets
	$	$	$	$	$	$	$	$	$	$	$	$	$
Montreal*	221,975,085	17,397,386	32,705,525	2,278,138	562,531	996,764	9,800,000	8,229,481	1,320,000	19,000,000	1,335,936	600,259	663,661,733
Nova Scotia	76,247,715	13,606,411	4,406,033	662,406	67,632	142,454	7,713,374	3,326,895	499,871	6,500,000	......	180,269	227,889,799
Toronto	46,418,897	......	1,833,050	307,558	......	94,170	3,442,973	937,251	249,233	2,650,000	......	......	99,732,991
Molsons	39,754,871	......	1,350,057	637,063	93,904	66,895	2,916,739	1,055,013	195,000	1,500,000	226,897	408,207	73,261,454
Nationale	22,930,888	......	521,391	3,918,010	575,984	225,786	184,157	32,291	152,563	2,550,000	3,711,173	406,155	52,864,167
Provinciale	14,255,882	......	1,642,640	146,818	91,459	80,590	1,366,099	......	151,565	......	......	184,762	36,939,223
Union	61,853,897	2,520,033	5,684,044	653,608	350,360	402,388	2,286,452	1,278,064	396,000	2,000,000	2,149,744	35,844	124,402,159
Commerce	163,015,413	26,525,76	20,741,594	1,362,507	1,011,729	159,497	7,428,173	8,812,321	5,150,000	10,300,000	825,002	52,039	407,453,016
Royal†	140,886,640	110,520,932	8,035,664	2,401,816	1,705,353	400,855	13,563,889	23,204,820	1,020,000	12,000,000	252,346	544,886	536,778,414
Dominion	53,059,107	728,950	762,341	314,354	93,243	19,442	6,123,472	2,259,008	304,500	600,000	......	483,125	122,060,752
Hamilton	36,994,660	......	3,209,698	1,046,075	810,233	142,388	3,383,369	396,597	250,000	500,000	251,526	548,982	67,904,128
Standard	38,183,209	......	1,792,492	766,880	319,526	77,710	1,903,486	101,409	200,000	1,200,000	......	60,362	68,605,462
d'Hochelaga	34,770,421	......	1,826,456	159,445	551,411	585,445	3,638,466	602,846	209,145	2,300,000	......	77,649	71,593,450
Imperial	54,262,710	......	4,928,742	893,730	408,870	377,181	4,814,728	417,209	332,995	4,502,533	......	609,258	122,453,883
Sterling	5,049,934	......	294,097	259,979	14,421	20,789	750,780	4,500	66,000	......	1,032,179	118,654	21,009,663
Weyburn Security	1,953,189	......	49,022	134,932	106,125	65,283	225,425	......	24,254	......	......	74,835	3,793,809
Total	1,011,612,518	171,299,479	89,782,846	15,943,319	6,762,781	3,857,637	69,541,582	50,657,705	10,521,126	65,602,533	9,784,803	4,335,286	2,708,424,103

**Of this deposit $9,502,533 is in gold coin; the balance is in Dominion notes.

*The business of the branches of the bank in Paris, France, and in San Francisco, U.S.A., is carried on under the name of local incorporated companies in compliance with legal requirements of the respective countries, and the figures are incorporated in the above general statement.—Footnote to Bank of Montreal return.

†The Royal Bank of Canada (France) has been incorporated under the laws of France to conduct the business of the bank in Paris. As the entire capital stock of the Royal Bank of Canada (France) is owned by the Royal Bank of Canada, the assets and liabilities of the former are included in the above return.—Footnote to Royal Bank return.

DEPARTMENT OF FINANCE, OTTAWA, FEBRUARY 7, 1924.

UNION TRUST CO. STRENGTHENING ITS RESERVES

$150,000 Added to Balance and $50,000 to Reserve

During the last six years the surplus in the profit and loss account of the Union Trust Company has increased from $15,702 to $165,003. The policy of strengthening the company's position has been continued by the directors, and to this end $50,000 undivided profits was transferred to reserve fund, increasing that fund to $500,000, or 50 per cent. of the paid-up capital. The profits last year were $108,696, a slight reduction from those of the previous year. With the balance of $142,837 carried forward from 1922 there was a total of $251,533 for distribution. Out of this sum $70,000 was paid in dividends, $3,600 written off cost of vaults, and $12,930 taxes paid to municipal, Dominion, and provincial governments. There remained a balance of $115,003 after transferring $50,000 to reserve. Following are comparative figures:

	1926	1922	1921
Profit	$108,697	$113,467	$111,943
Vault	3,600	4,536	7,779
Taxes	12,930	13,158	13,935
Net profits	$ 92,167	$ 95,772	$ 90,229
Bal. forward	142,837	117,064	96,835
	$235,004	$212,836	$187,064
Distribution—			
Dividends	$ 70,000	$ 70,000	$ 70,000
Reserve	50,000	......	......
Balance	115,004	142,836	117,064
	$235,004	$212,836	$187,064

Six Years' Record

Year	Paid-up Capital	Net Profits	Div.	% on Cap.	Earn. Rate
1918	$1,000,000	$ 98,363	7	9.8	6.7
1919	1,000,000	102,603	7	10.2	6.8
1920	1,000,000	90,166	7	9	6
1921	1,000,000	90,229	7	9	6
1922	1,000,000	95,772	7	9.5	6.4
1923	1,000,000	92,167	7	9.2	6

The total assets of the company amounted to $13,393,671, as compared with $13,301,757 at the end of 1922, an increase of $91,914.

The former board of directors was re-elected, and Henry F. Gooderham was reappointed president, and Dr. J. J. H. McConnell, vice-president.

Southern Loan Has Increase in Debentures

A further substantial increase in the earnings of the Southern Loan & Savings Company, of St. Thomas, has permitted that company to meet operating expenses and taxes, pay dividends of 6 per cent., and a bonus of 1 per cent., transfer $15,000 to reserve, and increase the balance from $16,676 to $19,119. Following are comparative figures:

	1923	1922	1921
Earnings	$176,049	$171,814	$166,806
Interest	65,565	63,319	60,747
Expenses	13,897	12,418	16,437
Directors	1,188	1,050	....
Taxes	11,312	10,911	11,150
Commissions	2,643	2,480	....
Written off	1,000	1,000	973
	$95,605	$91,178	$89,307
	$80,444	$80,636	$77,499
Bal. forward	16,675	14,041	14,543
	$97,119	$94,677	$92,042
Distribution—			
Dividends	$63,000	$63,000	$63,000
Reserve	15,000	15,000	15,000
Balance	19,119	16,676	14,042
	$97,119	$94,676	$92,042

Nine Years' Record

Year	Paid-up Capital	Profits	Div.	% Profits Av. Cap.	Rate
1923	$900,000	$80,444	6+1	8.9	6.5
1922	900,000	80,636	6+1	8.9	6.6
1921	900,000	77,499	6+1	8.6	6.4
1920	900,000	77,763	6+1	8.6	6.5
1919	900,000	78,057	6+1	8.6	6.9
1918	900,000	77,769	6	8.6	7.0
1917	900,000	74,080	6	8.2	6.7
1916	908,950	72,416	6	8.0	6.6
1915	908,950	73,670	6	8.2	6.6

There was a substantial growth in the assets of the company, the deposits having fallen off somewhat, but the debentures very largely increased. Debenture funds cost more in the way of interest than deposits, but such capital, by reason of its more stable character, is highly desirable, as pointed out by the president, George K. Crocker.

Mercantile Trust Had Increase in Earnings

Improved earnings for the Mercantile Trust Company are reported in the annual statement. After the payment of dividends the sum of $19,500 was transferrerd to a special fund. Following are comparative figures from the profit and loss account:

	1923	1922	1921
Earnings	$51,917	$48,616	$55,325
Written off	......	......	5,308
Tax reserve	2,500	3,500	3,500
	$ 2,500	$ 3,500	$ 8,808
	$49,417	$45,116	$46,517
Bal. forward	10,948	6,831	16,314
	$60,365	$51,947	$62,831
Distribution—			
Dividends	$30,000	$30,000	$30,000
Contingent	......	11,000	1,000
Reserve	......	......	25,000
Special fund	19,500	......	......
Balance	10.865	10,947	6,831
	$60,365	$51,947	$62,831

Eight Years' Record

Year	Paid-up Capital	xProfits	Div.	% on av. Cap.	Earn. Rate
1923	$500,000	$49,417	6	9.8	7.5
1922	500,000	45,116	6	9.0	6.9
1921	500,000	46,517	6	9.3	7.0
1920	500,000	52,736	6+1	10.5	8.3
1919	500,000	55,725	6	9.5	7.6
1918	487,600	43,694	6	9.0	7.4
1917	483,500	40,389	6	8.4	7.1
1916	469,500	39,990	6	8.7	7.4

x Income tax deducted.

People's Loan Profits Were Little Changed

Profits of the People's Loan and Savings Corporation showed little change for 1923 according to the annual report. In addition to dividends $7,000 was written off and $3,000 set aside for a contingent fund. Following are comparative figures from the profit and loss account:

	1923	1922	1921
Net profits	$32,018	$32,453	$29,229
Bal. forward	3,196	3,282	3,584
Contingent	3,000	......	......
	$38,214	$35,735	$32,813
Dividends	26,051	24,779	24,531
Reserve	7,000	7,000	5,000
Written off	569	760	......
Balance	4,594	3,196	3,282
	$38,214	$35,735	$32,813

Seven Years' Record

Year	Paid-up Capital	Profits	Div.	% cap.	Earn. rate
1923	$496,246	$32,018	5¼	6.5	5.5
1922	496,008	32,453	5	6.6	5.7
1921	494,101	29,229	5	5.9	5.2
1920	489,388	28,393	5	6.0	5.2
1919	486,720	31,654	5	6.6	5.9
1918	482,954	30,312	5	6.3	5.9
1917	480,877	29,855	6	6.3	5.8

TORONTO SAVINGS PAID BIG BONUS

Distributed 25% to Shareholders From the Contingent Account

Net profits of the Toronto Savings and Loan Company for 1923, after deducting charges of management, interest on debentures and deposits, amount to $129,822. Dividends of 12 per cent. took $120,000, and the remainder was added to the balance. Following are comparative figures:

	1923	1922	1921
Net profits	$129,822	$144,251	$156,856
Bal. forward	79,925	75,674	58,818
	$209,747	$219,925	$215,674
Dividends	120,000	140,000	140,000
Balance	89,748	79,925	75,674
	$209,748	$219,925	$215,674

Seven Years' Record

Year	Paid-up Capital	Profits	% Div.	Profits av. cap.	Earn Rate
1923	$1,000,000	$129,822	12	12.9	5.9
1922	1,000,000	144,251	12+2	14.4	6.6
1921	1,000,000	156,856	12+2	15.6	7.4
1920	1,000,000	155,825	12+2	15.5	7.4
1919	1,000,000	148,389	10+4	14.8	7.0
1918	1,000,000	147,903	10	14.7	7.1
1917	1,000,000	150,554	10	15.0	7.4

The reserve fund stands at $1,100,000, or $100,000 more than the paid-up capital. In addition, there is a very substantial special contingent account, and during the year the directors paid out of this fund a dividend of 25 per cent., amounting to $250,000.

All payments maturing during the year on investments were satisfactorily met, and rentals from the company's properties were promptly paid, according to the president, Herbert C. Cox.

WATERLOO TRUST HAD GOOD YEAR

Satisfactory Progress Reported Particularly in View of Prevailing Conditions

Considering the conditions which have prevailed in financial circles, the business of the Waterloo Trust & Savings Company increased satisfactorily during 1923 and the opinion is expressed by the managing director, P. V. Wilson, that this development will be maintained during the present year. The company's loaning operations for the past two or three years have been confined almost entirely to the Waterloo district, which is regarded as one of the safest in the province. The estate business is expanding with indications of considerable business of this kind for the future.

Earnings for 1923 amounted to $127,916, after providing for interest on deposits and other money received from the public. This indicates an increase over the previous year when the earnings were $204,177 without deducting interest on deposits of $79,114. Dividends took $46,793, $15,000 was added to the reserve fund and $5,000 provided for contingent, leaving a balance of $1.434. Following are comparative figures: :

	1923	1922	1921
Earnings	$127,916	$204,177	$182,089
Interest—			
On deposits	......	79,114	53,483
On deb.	......	......	31,103
On loans	5,413	8,231	4,921
Com. acct.	4,545	9,919	4,008
Expenses	48,951	39,960	28,997
Inc. tax	6,350	3,943	5,338
	$ 65,259	$146,505	$127,452
	$ 62,657	$ 57,672	$ 54,637
Bal. forward	3,821	9.011	2,496
Prem. on stock	1,750	2,535	1,950
From cont.	......	......	4,197
	$ 68,228	$ 69,218	$ 63,280
Distribution—			
Dividends	46,793	44,987	39,268
Reserve	15,000	15,000	15,000
Contingent	5,000	5,410	......
Balance	1,434	3,821	9,012
	$ 68,228	$ 69,218	$ 63,280

Nine Years' Record

Year	Paid-up Capital	xNet Profits	Div.	% on Cap.	Earn. Rate
1923	$729,685	$62,657	6½	8.7	7.0
1922	707,920	57,672	6½	8.3	6.8
1921	674,295	54,637	6	8.4	6.9
1920	638,764	56,994	6	9.1	7.7
1919	604,331	49,649	6	9.2	7.9
1918	481,302	40,462	6	9.8	8.0
1917	415,366	34,355	6	8.5	7.4
1916	383,779	31,762	6	8.8	7.7
1915	332,876	25,323	6	7.8	7.0

x Income tax deducted.

The balance sheet shows total assets of $3,800,467 as compared with $3,084,192 in the previous report. Trust deposits have increased from $1.363,565 to $1,504,358 and guaranteed trust funds from $697,129 to $849,813. The estates, trusts and agencies account has increased from $73,647 to $454,296.

COLONIAL LOAN PAID DIVIDEND OUT OF RESERVE

Profits Not Sufficient For Distribution on Preferred

With profits of $12,285, and a balance of $4,180, the Colonial Investment & Loan Company drew on its reserve fund to the extent of $25,000 in order to pay two half-yearly dividends at the rate of 6 per cent. per annum on the permanent preference stock. There was a balance of $3,900. Following are comparative figures from the profit and loss account:

	1923	1922	1921
Profits	$12,285	$40,680	$69,425
Trans frm. res.	25,000	....	....
Bal. forward	4,180	37,986	43,634
	$41,465	$78,666	$113,059
Dividends	37,565	74,486	75,073
Balance	3,900	4,180	37,986
	$41,465	$78,666	$113,059

Seven Years' Record

Year	Paid-up Capital	Profits	Div.	% on Cap.	Earn. Rate
1923	$ 648,330	$ 12,285	6	2.0	1.3
1922	647,988	40,680	6	6.3	4.1
1921	1,251,382	69,425	6	5.5	4.1
1920	1,250,926	168,991	6	7.8	6.2
1919	2,458,421	136,433	6	5.6	4.7
1918	2,456,402	156,133	6	6.5	5.6
1917	2,455,375	155,879	6	6.5	5.5

In connection with the net profits President Arthur J. Jackson points out that these were brought down after providing for cost of management, commission, traveling expenses, government and municipal taxes, war tax licenses, and after due appropriation for Federal income tax and adjusting values of stock held to the market price as on December 31, 1923. The permanent preference stock redeemed under by-law No. 8, and by-law No. 8A, has been paid off, with the exception of $41,241, stock certificates for which have not yet been presented.

The balance sheet shows assets of $1,018,864, compared with $1,415,492 a year before. There is a reduction in cash from $196,156 to $11,663, a considerable reduction also in mortgages and agreements for sale, municipal and school debentures, stocks and in real estate held for sale.

London and Western Is in Strong Position

Net earnings of the London. & Western Trust Company for 1923 amounted to $85,199. Dividends at 7 per cent. were paid, $25,000 added to the reserve fund, and $5,709 written off for depreciation. The balance of $13,261 showed an increase of about $2,000. Following are comparative figures:

	1923	1922	1921
Earnings	$85,199	$113,290	$40,255
Taxes	17,613	11,129	9,807
Written off	....	....	3,075
	17,613	11,129	12,882
	$67,586	$102,161	$27,373
Bal. forward	11,384	5,628	13,255
	$78,970	$107,789	$40,628
Distribution—			
Dividends	35,000	35,000	35,000
Dep. reserve	5,709	6,405	....
Reserve	25,000	55,000	....
Balance	13,261	11,384	5,628
	$78,970	$107,789	$40,628

Nine Years' Record

Year	Paid-up Capital	xProfits	Div.	% prof. av. cap.	Earn. rate
1923	$500,000	$ 67,586	7	13.5	8.3
1922	500,000	102,161	7	20.4	12.1
1921	500,000	27,378	7	5.4	3.7
1920	500,000	64,069	7	12.8	9.1
1919	500,000	61,135	7	12.2	9.0
1918	500,000	53,118	7	10.6	8.0
1917	500,000	50,551	7	10.1	7.8
1916	500,000	51,651	7	10.3	8.2
1915	500,000	53,486	7	10.8	9.2

x Taxes deducted.

The president, Arthur G. Little points out that the company has been able to write into reserve against office building and furnishings, during the past three years, an amount in the neighborhood of $50,000, and this is approximately one-third of the cost. The reserve fund now amounts to $300,000. The paid-up capital is $500.000. There is a marked increase in the number of estates under administration.

Total assets stand at $13,106.922 compared with $13,057,357 in the previous report. The company has no public liability.

Brantford Trust Had Increase in Business

Earnings of the Brantford Trust Company for 1923 amounted to $25,077, as compared with $24.962 in 1922. Following are comparative figures from the profit and loss account:

	1923	1922	1921
Earnings	$ 25,077	$ 24,862	$ 29,138
Taxes	2,805	3,328	6,210
Expenses	4,086	3,818	3,929
	$ 6,891	$ 7,146	$ 10,139
	$ 18,186	$ 17,716	$ 18,999
Bal. forward	3,149	3,433	2,434
	$ 21,335	$ 21,149	$ 21,433
Distribution—			
Dividends	$ 18,000	$ 18,000	$ 18,000
Balance	3,334	3,149	3,433
	$ 21,334	$ 21,149	$ 21,433

Eight Years' Record

Year	Paid-up Capital	Net Profits	Div.	% on Cap.	Earn. Rate
1923	$300,000	$18,186	6	6.0	5.7
1922	300,000	17,716	6	5.9	5.5
1921	300,000	18,999	6	6.3	5.9
1920	300,000	19,281	6	6.4	6.0
1919	300,000	18,588	6	6.3	6.0
1918	300,000	19,056	6	6.3	6.0
1917	300,000	19,750	6	6.7	6.4
1916	300,000	19,520	6	6.6	6.2

President C. B. Heyd reports considerable increase in the trust and estates under administration. These estates now total $1,528,348.

MINE SITUATION IN NOVA SCOTIA GRAVELY SERIOUS

(Continued on page 1)

ment. Experience during the past few years has taught them the waste and folly of the yearly contract, involving, as it does, weeks of idleness annually while negotiators haggle over the terms of each new agreement.

Hopes Are Dashed

Now the high hopes have been rudely dashed. The executive have come back from Montreal with only a one-year contract and a wage schedule which averages much less than a 10 per cent. increase. In the case of the Datal men, a large slice of the increase is automatically eaten up by the higher price to be charged by the company for household fuel. This situation is now further complicated by the telegram which Barrett and Wolvin jointly despatched to Premier Armstrong thanking him for his assistance in reaching a settlement. As it is only a few years since Barrett at a public meeting stated that a machine gun was the only adequate cure for Armstrong, his present message has been received by the miners with incredulous amazement.

Agitators have seized the opportunity to revive an old story that the present schedule was agreed upon by Barrett and company officials at the close of the strike of 1923 after the McLaughlan executive had been deposed by. Lewis, and that all the jockeying and backing and filling of the last three weeks was merely so much stage play for the benefit of the public. Ridiculous as this story appears, it is playing a big part in the present excitement and causing resentment against the Barrett executive among the always suscipious miners.

Worried About Strike Pay

At present the men are clamoring for more information as to the precise terms of the contract. Particularly they want to know if they will get international support (i.e., strike pay) if they throw out the agreement on the referendum next week and hold out for higher rates and a longer settlement. Most of them expect the international to back them. "Otherwise," they ask, " what would be the sense of holding a referendum? If John J. Lewis wants a referendum at all, it must be for the purposes of getting the honest opinion of the district and presumably he has anticipated that the verdict might possibly be unfavorable and is prepared to proceed accordingly—which in this case means backing further negotiations for better wages."

On the other hand, Lewis may seize the failure of the miners to return to work pending a referendum as an excuse for cancelling the district charter altogether and leaving the miners of Nova Scotia to their own devices. Should he do this, it means the abandonment of the U. M. W. organization in Nova Scotia, with most of the gains which have been secured by organized mine labor in this province during the past ten years.

Should this occur, then the next move would be a local organization similar to the old A. M. W. from which the present District 26 grew—and that, in turn, means as soon as Jim McLachlan gets out of jail he will be elected head of it, and that again means unending industrial chaos in the East. The situation is one fraught with the most serious possibilities and requires the most skilled and careful handling that the authorities can give it if disaster is to be avoided.

LEAD RUSH IN YUKON

DAWSON CITY.—Referring to the rush now in progress from Mayo to the newly-discovered silver regions of the Beaver River district in the Yukon teritory, W. E. Cockfield, of the Dominion Geological Survey, says silver lead ores have been discovered at many points, and with much of the area still unprospected there's chances that further discoveries will be made.

THE Great-West Life ASSURANCE COMPANY

HEAD OFFICE — WINNIPEG

Condensed Annual Statement

	1923	Increase Over 1922
New Business Issued (Ordinary)	$66,302,285.00	$10,185,610.00
Business in Force (Ordinary)	351,402,105.00	35,280,169.00
Income	14,866,029.29	2,063,664.04
Assets	56,235,142.99	7,036,887.97
Surplus Earned	2,843,600.14	169,915.52
Provision for Future Profits to Policy-holders	5,601,358.00	768,719.00
Unassigned Profits and Contingency Reserve	2,033,975.22	185,886.95

EVIDENCES OF PROSPERITY AND PROGRESS

(1)—Large increase in new business and in business in force.

(2)—Assets growing rapidly—now over $56,000,000.

(3)—The combination of a high interest rate with low rates of expense and mortality has resulted in a further demonstration of the Company's Superior Profits to Policyholders.

A 1924 RESULT

20 Year Endowment, Age 35. $5000, Premium $247.50. Policy issued in 1904, Maturing in 1924.

Total Cash Value Available in 1924 - $7525.00

C. L. CARPENTER EASTERN SUPERINTENDENT TORONTO

WESTERN HOMES LIMITED

Mortgage Investments

Head Office - WINNIPEG

Capital Authorized	$5,000,000.00
Capital Subscribed	2,101,100.00
Capital Paid-up	710,000.00

Completes Ninth Year in Business, Showing Substantial Progress in Every Department.

RECORD FOR 1923.

Added to Subscribed Capital	$100,100.00
Added to Paid-up Capital	100,479.96
Collected on Mortgage Accounts	143,220.12
Premiums in course of collection not taken into Balance Sheet	180,511.03
Added to Deferred Profits and Surplus	4,359.83

Profits for 1923 and Undivided Profits brought forward in 1922, totalling $73,215.11, appropriated as follows:—

Dividends at 7% per annum plus Federal Income Tax	$46,205.07
Surplus carried forward	27,010.04
Total	$73,215.11

Collections in 1923 exceed the amount collected in 1922 by $30,549.28, interest collected on mortgage accounts equalling 96% of the interest earned.

WESTERN HOMES has shown substantial progress in every department every year since its inception. It has paid to its shareholders seventeen consecutive semi-annual dividends at the rate of 7% per annum and has passed through its nine years of business without a loss. The Company has firmly established itself and is in an excellent position to profit by the improved conditions in Canada, which are confidently looked for in 1924.

For further information concerning Western Homes apply to the Company's Office at 455 Main Street, Winnipeg.

M. WILLIS ARGUE,
President and Manager.

The Montreal City & District Savings Bank

SEVENTY-SEVENTH ANNUAL REPORT

To the Shareholders, Montreal, February 11th, 1924.

Gentlemen:

Your Directors have pleasure in presenting the Seventy-seventh Annual Report of the affairs of the Bank, and the result of its operations for the year ending December 31st, 1923.

The net profits for the year were $268,101.31 and the balance brought forward from last year's Profit and Loss Account was $405,528.78, making a total of $673,630.09. From this amount have been paid four quarterly dividends to our Shareholders; $7,500.00 has been contributed to various charitable and philanthropic funds,—independently to the amount of $10,000.00, interest on the Quarterly Donation Fund, distributed as usual, and $250,000.00 has been added to the Reserve Fund, increasing the latter to $1,600,000, leaving a balance at the credit of Profit and Loss Account of $216,320.77 to be carried forward to next year.

During the year just elapsed, Lt.-Col. C. F. Smith resigned from the Board and death took a heavy toll of the Directors. Mr. Richard Bolton, our Vice-President, died on the 8th of May; Mr. G. N. Moncel, one of our oldest directors, departed this life on the 4th November, and the sudden demise occurred on January 2nd last of Hon. Louis P. Brodeur, Lieutenant-Governor of the Province, who had just taken his seat on the Board. We feel sure that you will share our regrets at the loss of these able and zealous directors.

To fill the vacancies thus created, the Rt. Hon. Chas. J. Doherty has been elected Vice-President, and Messrs. A. J. Brown, K.C., Hy. J. Trihey, K.C., and Hon. Rodolphe Lemieux, Speaker of the House of Commons, have been elected Directors.

As usual, a frequent and thorough inspection of the books and assets of the Bank has been made during the year.

The report of the Auditors, and the Balance Sheet, are herewith submitted.

R. DANDURAND, President.

PRESIDENT'S REMARKS

Gentlemen:

Our Annual Report shows some salient points which it may be deemed inopportune to emphasize. For the first time in our history the Deposit Account crosses the fifty million mark, the increase over 1922 being $3,800,000. The deposits stood ten years ago at $28,000,000.00. They have constantly climbed up from year to year. This is all the more satisfactory because our field has been limited to the City of Montreal, and, in that area, we cannot be reproached with having an undue number of branches. We have but seventeen offices for the service of 225,000 clients. The C. & D. stands easily ahead of all institutions in the ratio of total deposits to the number of its branches.

The C. & D. operates under a special Act which strictly governs its operations, loans and investments, the effect of which allows it to point out that its liquid assets are over 100 per cent. of its liabilities to the public.

I mentioned the number of our depositors—225,000. This figure indicates in an eloquent manner the work the C. & D. is performing as a savings institution in this community, since it can boast of some two depositors in every household within the limits of this metropolitan city.

STATEMENT

of the affairs of THE MONTREAL CITY AND DISTRICT SAVINGS BANK on the 31st December, 1923.

ASSETS

Cash on hand and in chartered banks	$8,391,148.29	
Dom. and Prov. Govt. Bonds	17,156,671.28	
City of Mont. & other Municipal Bonds & Debentures	18,824,086.03	
Bonds of School Municipalities	396,731.71	
Other Bonds & Debs.	1,202,551.56	
Sundry Securities	224,000.00	
Call & Short Loans, sec'red by Collat'ls.	6,513,161.90	
Charity Donation Fund, invested in Municip. Securities approved by the Dom. Govt.	180,000.00	
		$52,888,350.66
Bank premises (He'd off. & 16 Branches)	1,170,000.00	
Other Assets	46,172.70	
		1,216,172.70
		$54,104,523.36

LIABILITIES

To the Public:		
Amount due—		
Depositors	$50,182,085.13	
Receiver General	97,407.46	
Charity Donat'n F'nd	180,000.00	
Open Accounts	330,140.00	
		$50,789,632.59
To the Shareholders:		
Capital Stock (Amt. subscribed $2,000,000), paid-up	1,498,570.00	
Reserve Fund	1,600,000.00	
Profit & Loss Acct.	216,320.77	
		3,314,890.77
		$54,104,523.36

On behalf of the Board,
R. DANDURAND, President.

A. P. LESPERANCE,
General Manager.

AUDITORS' REPORT

Having obtained all the information and explanations we have required, and having satisfied ourselves of the correctness of the Cash Balances, and examined the Securities held against the Money at Call and Short Notice, and those representing the investments of the Bank, and having examined the foregoing Balance Sheet and compared it with the Books at the Head Office, and with the Certified Returns from the Branches, we are of opinion that the transactions of the Bank have been within its powers, and that the Balance Sheet is properly drawn up so as to exhibit a true and correct view of the state of the Bank's affairs as shown by the Books of the Bank.

Montreal, February 4th, 1924.

A. CINQ-MARS, C.A.,
C. A. SHANNON, L. L. A. Auditors.

TWELFTH ANNUAL REPORT OF THE WESTERN LIFE ASSURANCE COMPANY

JAS. M. CARRUTHERS, President.
HEAD OFFICE—WINNIPEG

FINANCIAL STATEMENT

For the Year Ending 31st December, 1923

Balance Sheet

ASSETS

Cash on Hand and in Bank	$ 19,533.13
Bonds and Debentures (Market Value)	274,730.36
Mortgages	130,292.57
Real Estate	6,254.81
Non-forfeiture	53,788.91
Policy Loans	37,327.40
Accrued Interest	12,278.95
Net Outstanding and Deferred Premiums	96,885.79
Office Furniture	3,500.00
TOTAL ADMITTED ASSETS	$634,591.92

LIABILITIES

Reserve		$544,383.00
Death Claims	$13,350.00	
Less Re-insured	7,350.00	
		6,000.00
Premiums Paid in Advance		2,317.12
Accrued Taxes		2,000.00
Unpaid Medical Fees and Current Accounts		287.08
Investment Reserve		2,500.00
Balance Due Agents		171.97
Surplus to Policyholders		76,932.75
Paid-up Capital	$138,130.00	
		$634,591.92

Cash Account

INCOME

Gross First Year Premiums	$ 52,406.07	
Gross Renewal Premiums	144,311.49	
Total Gross Premiums	$196,717.56	
Less Re-insurance Premiums	8,231.71	
		$188,485.85
Gross Interest and Net Rents		26,766.87
Capital		3,440.00
Surplus		4,525.00
Miscellaneous Receipts		121.24
Profit on Sale of Securities		1,633.30
Agents' Balances Repaid		3,496.11
TOTAL INCOME		$228,468.37

EXPENDITURE

Death Claims	$23,519.75	
Payments to Policyholders	9,400.73	
		$ 32,920.48
Taxes, License Fees and Fines		3,988.72
Head Office Salaries	$27,287.79	
Head Office Travelling Expenses	4,590.46	
Agency Expenses	80,687.97	
Head Office Rent	3,998.00	
All other Expenditures	18,742.97	
Total Expenses of Management		$135,307.19
Commission on Stock		1,814.00
Real Estate Maintenance		34.50
Organization Expenses		200.00
Excess of Income over Expenditure		54,203.48
TOTAL		$228,468.37

CAPITAL FOR THE MINES

(London Free Press)

Canada needs outside capital for the development of its natural resources and should be encouraged rather than discouraged. The Ferguson Government has taken a wise move in its reassurance to capital investing in Northern Ontario. As a result in the last year a great amount of English and American capital has been invested in the North country, and apparently Ontario's hinterland is on the eve of great development.

CANADA CEMENT WILL GROW WITH CANADA'S GROWTH

Company's Future Linked With Future of Country

EARNED 6.4 PER CENT.

Common Stocks Dividend Was Just Earned Again in 1923 Company Year

From Our Own Correspondent.

MONTREAL.—"Nothing new to report" just about sums up the annual statement of Canada Cement Company. The company earned its common stock dividend in 1923, but did little more. But the demand for the company's products is still far from the point of keeping the plants working close to full time. Until cement sales get back to somewhere near the pre-war figure, Canada Cement will not greatly increase its profits, it seems apparent. Yet the president, Frank P. Jones, was able to state to the shareholders: "Your company is in a position to retain its business and do business at a cost which will leave profits sufficient, we anticipate, to meet dividend requirements."

To which he added: "What your company requires is the growth and prosperity of Canada, and as the consumption of cement increases we feel confident your sales will increase, and as your sales increase we expect to be able to reduce the price of cement to customers.

Producing Capacity Large

Mr. Jones gives some interesting figures of the present producing capacity of Canadian cement plants and the present consuming capacity. These figures will be found in his report, which is published in full elsewhere in this issue.

Canada Cement's earnings for 1923 were approximately 6.4 per cent., as against 6.2 per cent. in 1922, and only 3.88 per cent. in 1921, and 3.1 per cent. in 1920. The earnings of 6.4 per cent. compare with common stock dividend requirements of 6 per cent. annually.

The working capital position of the company shows substantial improvement if one considers investments as liquid assets. Due to the company's large holdings of bonds there is some justification for this. Working capital compares as follows:

	1923	1922	1921
Cur. ast.	$3,716,336	$4,289,564	$3,849,884
Cur. liab.	1,743,921	1,898,649	2,107,384
Wrk. cap.	$1,972,415	$2,390,915	$1,742,500
Inv. acct.	5,626,432	3,620,847	2,348,441
Tot. wrk. cap. inc. inv. account	$7,598,847	$6,011,762	$4,090,941

In his remarks to the shareholders, the president said:

"The volume of business for 1923 showed a slight improvement over 1922, but Canada's consumption of cement is still 20 p.c. less than in 1913, and was in 1923 only about 48 p.c. of the prostill 20 per cent. less than in 1923, and was only about 48 per cent of the producing capacity of Canadian Mills. The demand since 1921 has shown a slight increase and we hope it will continue to increase, but this depends on the growth and prosperity of Canada and undoubtedly the present producing capacity will be sufficient for many years to come."

The profit and loss figures compare as follows:

	1923	1922	1921
Incm.	x$2,235,438	x$2,403,101	$2,636,460
Deprec.	......	......	......
Balance	$2,235,438	$2,403,101	$1,820,931
Bond int.	343,592	360,250	376,684
Bal.	$1,891,846	$2,042,851	$1,444,247
Fire ins. res.	40,454	148,732	159,177
Bal.	$1,851,392	$1,894,118	$1,285,070
Conting. res.	190,000	275,000	......
Bal.	$1,661,392	$1,619,118	$1,285,070
Extra res.	40,000	35,000	25,000
Bal.	$1,621,392	$1,584,118	$1,260,000
Ind. accid.	24,000	......	......
Net	$1,597,392	$1,584,118	$1,260,070
Pfd. divs.	735,000	735,000	735,000
Bal.	$ 862,392	$ 849,118	$ 525,070
Com. divs.	810,000	810,000	810,000
Surplus	$ 52,392	$ 39,118	†$ 248,930
Prev. surp.	653,158	614,040	898,970
P.&L.bal.	$705,550	$ 635,158	$ 614,040

x After making provision for depreciation.
† Deficit.

LABOR DEMANDS A HANDICAP TO MINE OPERATION

(Continued from page 17)

article to say whether these increases of wages and changes in conditions of employment were adequate or inadequate, whether they were justified or unjustified. It would, however, be doing less than justice not to say of Mr. Armstrong, since deceased, that during his term of office he earned the respect of those with whom he came into contact, both miners and operators, and that at the expiry of his term both parties recommended his continuance in the office under such form of peace-time authority as the government might consider requisite.

Product Too High

On the question, however, of whether the price of the product has remained higher than it should for a longer time than the public were reasonably justified in assuming it would, there can be no dispute. Many of the bases upon which wages were advanced have disappeared. The price of coal has been reduced from 10 to 20 per cent. Wages are still at the peak war-time figures. The same situations exist as to wages in the bituminous fields in the United States, where the miners are members of the same organization as that with which they are affiliated here, and in the anthracite field recent negotiations settled on the recommendations of governor Pinchot of the State of Pennsylvania, provided for a ten per cent. increase. A presidential commission investigating the coal industry since 1922 has recently made its report. Twice during its investigation agreements expired and were, at its sugegstion, pending the completion of its report and conclusions, renewed without change. Its report now made is voluminous and exhaustive. Many of the inconsistencies inseparable from operations of such magnitude, much of the general history of coal mining, and many of the occurrences which from time to time have interfered with operation and prejudiced the industry in the eyes of the public, have been ventilated, and the responsibility of the operator, and of the miner has been duly placed. That the report will be of much value in future negotiations between miners and operators is questionable. It is largely historical, and has simply put in ready reference form a mass of data more or less generally known to the public already.

A producing capacity beyond the ability of the country to absorb, intermittent operation as a result, and too many miners in the industry drawing high wages to make up for the irregular employment, are unquestionably facts, but they do not add to the information already in the possession of the public, nor offer a solution. The president's message to Congress summarizing the results of the commission's work confines itself to an announcement in effect that the troubles of the industry are for the industry itself to cure, and that beyond the use of publicity and action by the government, in case of national emergency, the government has no power and does not intend to interfere.

Compared With United States

Peculiarly, although in Nova Scotia the mine workers are under the United Mines Workers of America, a scale of wages obtains from $2.50 to $3.00 per man per day less than in Alberta, although living costs in that province are practically identical with those in Alberta. Nova Scotia is perhaps the one district in which the United Mine Workers of America exercises jurisdiction where a special arrangement prevails excepting it from the general policy on wage scales. Vancouver Island, which has a local union not under the United Mine Workers of America, pays wages about $2 per day less than in Alberta. In all three provinces the work performed and the hours worked are identical.

LAURENTIDE HAD THE BEST YEAR IN ITS HISTORY

Showing on the Common Stock Was 6.54 Per Cent.

From Our Own Correspondent.

MONTREAL.—New high records for both gross and net earnings were made by the Laurentide Power Company during 1923. The annual report shows that gross revenues from power sales and other sources amounted to $1,417,822, as compared with $1,349,030 in the previous year. After deducting operating expenses and bond interest, the net income applicable to common stock was $687,034, which is equivalent to 6.54 per cent. on the $10,500,000 of common stock, as compared with 6.39 per cent. in 1922 and 5.44 in 1921. Reserves to the amount of $153,340 were set up to provide for income tax for 1923, and sinking fund for the redemption of bonds. After payment of the usual five per cent. dividend, there remained a surplus of $8,694.

	1923	1922	1921
Power Sales	$1,411,180	$1,333,643	$1,228,187
Other income	6,642	15,387	9,375
Gross rev.	$1,417,822	$1,349,030	$1,237,562
Op. exp.	247,537	199,367	200,542
Net rev.	$1,170,285	$1,149,663	$1,037,020
Bond int.	483,251	478,857	466,279
Net inc.	$ 687,034	$ 670,806	$ 570,741
Reserves	153,340	89,206	132,555
Balance	$ 533,694	$ 581,606	$ 438,186
Divids.	525,000	525,000	420,000
Surp.	$ 8,694	$ 56,606	$ 18,186
Prev. surp.	1,780	†12,632	3,343
Ttl. surp.	$ 10,474	$ 69,238	$ 21,529
Loss on sale Vic. bonds	......	......	4,869
Bal. surp.	$ 10,474	$ 69,238	$ 16,660

† As adjusted.

The statement shows the settlement of income taxes and water rentals which had been in dispute for a number of years. Provision for this settlement was made by transferring $60,000 from the contingent reserve, and adding thereto $67,458 of the profit and loss surplus, making a total of $127,458. This left an adjusted surplus of $1,780, to which was added the surplus for the year, making a total surplus of $10,474 carried forward.

In his remarks to the shareholders, President J. E. Aldred states:

"The present statement is based on the sale of 125,000 horse power for the year. The company has installed a total of 165,000 horsepower. With the improvement in the water regulation on the St. Maurice River and the prospect of selling a certain amount of peak load power, it is expected that this extra 40,000 horse-power of capacity can be used to increase the income of the company."

The balance sheet indicates that at Dec. 31 there was an excess of current liabilities over current assets amounting to $219,931. Current assets were lower as a result of the disappearance of the item bills receivable, which last year amounted to $61,000. Among the current liabilities, accounts payable showed an increase of over $100,000, this being due to an increase in accrued taxes. Working capital position at Dec. 31 of the past three years was as follows:

	1923	1922	1921
Cur. assets	$312,031	$363,663	$625,902
Cur. liab.	531,962	426,793	467,905
Net wkg. cap.	†219,931	†$63,130	$157,997

†Current liabilities in excess of current assets.

CANADA CEMENT COMPANY LIMITED

Annual Report of the Board of Directors

TO THE SHAREHOLDERS:—

Your Directors beg to present the fourteenth Annual Statement of affairs and financial position of your Company as at December 31st, 1923.

In the Balance Sheet presented herewith all accounts due, including Government, Municipal and other taxes have been paid. Provision for the payment of the Dominion Income Tax for the year 1923 has been made by adding a sufficient amount to Contingent Reserve; all other accounts not due have been taken into the statement under the head of Accounts Payable.

The volume of business for 1923 showed a slight improvement over 1922, but Canada's consumption of cement is still 20% less than in 1913 and was in 1923 only about 48% of the producing capacity of Canadian mills. The demand since 1921 has shown a slight increase and we hope it will continue to increase, but this depends on the growth and prosperity of Canada and undoubtedly the present producing capacity will be sufficient for many years to come.

The cement producing capacity of Canada and her present consumption by districts are as follows:—

Districts	Present Producing Capacity In Barrels	Present Consumption In Barrels	Percentage of Producing Capacity in Excess of Consumption
British Columbia	1,650,000	503,000	228%
Alberta, Saskatchewan, Manitoba	2,800,000	517,000	442%
Ontario	5,120,000	3,708,000	38%
Quebec, New Brunswick, Nova Scotia and Prince Edward Island	5,060,000	2,360,000	114%
	14,630,000	7,088,000	106%

The situation shown by these figures was brought about by the fact that prior to the war, your Directors, in common with others expected that the increasing demand for cement would continue and prepared to meet it by enlarging your existing mills and by building new ones. In this expectation they were mistaken as there has been a decrease in demand instead of an increase with the result that Canada now has a producing capacity more than 100% in excess of her requirements.

Your Directors have from the formation of your Company adopted the policy of replacing the production of your older and less economical mills by building new ones, enlarging the capacity of your existing economical mills and installing labour saving machinery. The results are that your mills are to-day thoroughly up-to-date and we believe, as efficient and economical as any in the world and that you are to-day in a position to meet any conditions which are likely to arise.

We have before advised you that our Engineers have made a thorough examination of the Maritime Provinces to obtain properly located suitable material for the production of cement. Eventually they were successful, and in December 1921, your Company purchased a site situated at Havelock, N.B., with the intention of erecting a mill when conditions warranted it. We regret that for reasons already given, it is not advisable to increase Canada's producing capacity of cement, therefore, your property at Havelock is being held in reserve.

Your Directors think that with your large modern mills well located and well distributed throughout the Dominion, and carried on your books at a cost very much below what they could be reproduced for, and with your income from investments and other sources other than the sale of cement, your Company is in a position to retain its business and do business at a cost which will leave profits sufficient, we anticipate, to meet dividend requirements.

Your export business, thanks to the quality of "Canada Cement," has been maintained, but under present conditions it does not appear probable that this can be increased to any considerable volume on account of freight rates from Canada to the markets of the world being very much higher in most cases than the rates from Europe to the same markets.

What your Company requires is the growth and prosperity of Canada, and as the consumption of cement increases, we feel confident your sales will increase and as your sales increase, we expect to be able to reduce the price of cement to your customers.

Your Directors hope, considering the light demand for your product, the results of the year's business will be satisfactory to you.

All of which is respectfully submitted.

On behalf of the Board of Directors,
F. P. JONES, President.

CONSOLIDATED BALANCE SHEET, DECEMBER 31st, 1923.

ASSETS

PROPERTY ACCOUNT:				
Land, Buildings, Plant, Equipment, etc., at original cost with subsequent additions, less depreciation to date, the provisions for the year 1923 having aggregated $1,547,273.15				$26,149,816.40
INVESTMENTS:				
Bonds			$4,363,766.29	
Stock held in, and Loans to Other Companies			1,262,666.19	
				5,626,432.48
CURRENT ASSETS:				
Inventories			$2,573,052.75	
Accounts Receivable (less Bad Debt Reserve)			850,207.22	
Bills Receivable			12,525.82	
Deposits on Tenders			125,300.30	
Cash			155,249.37	
				3,716,336.46
DEFERRED CHARGES TO OPERATIONS				52,120.06
				$35,563,907.40

LIABILITIES

CAPITAL STOCK:				
Authorized:				
Preference—110,000 Shares 7% Cumulative of $100. each			$11,000,000.00	
Ordinary—190,000 Shares of $100. each			19,000,000.00	
			$30,000,000.00	
Issued:				
Preference—105,000 Shares 7% Cumulative of $100. each			$10,500,000.00	
Ordinary—135,000 Shares of $100. each			13,500,000.00	
				$24,000,000.00
FIRST MORTGAGE SIX PER CENT TWENTY YEAR GOLD BONDS:				
Authorized and Issued			$ 8,000,000.00	
Less: Redeemed through Sinking Fund			2,486,199.87	
				5,513,800.13
MORTGAGE ON CANADA CEMENT COMPANY BUILDING				864,000.00
CURRENT LIABILITIES:				
Accounts Payable			$ 1,274,964.39	
Bond Interest accrued at December 31st, 1923			82,707.00	
Preferred Dividend No. 56, payable February 16th, 1924			183,750.00	
Ordinary Dividend No. 31, paid January 16th, 1924			202,500.00	
				1,743,921.39
RESERVES:				
Fire Insurance			$ 1,500,000.00	
Extraordinary Repairs and Renewals			400,000.00	
Cotton Sacks outstanding			150,000.00	
Industrial Accidents			89,500.00	
Contingent Reserve (a portion of which is available for Government Taxes)			597,135.49	
				2,736,635.49
SURPLUS:				
Balance at December 31st, 1922			$ 653,158.61	
Income from Operations and Investments for year 1923 after making provision for depreciation		$2,235,438.89		
Deduct:				
Bond Interest	$343,592.39			
Fire Insurance Transfer to Reserve Account	40,454.72			
Contingent Reserve	190,000.00			
Reserve for Extraordinary Repairs and Renewals	40,000.00			
Industrial Accidents	24,000.00			
		638,047.11		
		$1,597,391.78		
Deduct: Dividends—				
On Preferred Stock	$735,000.00			
On Ordinary Stock	810,000.00			
		1,545,000.00		
			52,391.78	
				705,550.39
				$35,563,907.40

AUDITORS' REPORT TO THE SHAREHOLDERS

We have examined the Books and Accounts of the Canada Cement Company Limited for the year ending December 31st, 1923, and have obtained all the information and explanations which we have required. The profits of the year, as shown above, are arrived at after deduction of Depeciation and other provisions; and we certify that, in our opinion, the Balance Sheet at December 31st, 1923, is properly drawn up so as to exhibit a true and correct view of the state of the Company's affairs, according to the best of our information and the explanations given to us, and as shown by the books of the Company.

PRICE, WATERHOUSE & CO.,
Auditors.

Approved on behalf of the Board:
F. P. JONES, Director.
H. L. DOBLE, Director.

Montreal, January 31st, 1924.

BACKUS IN RAILWAY DISPUTE

E. W. Backus, of Rainy River and Keora fame, has entered the U. S. courts to prevent Northern Pacific Railway from foreclosing the mortgage against Minnesota and International Railway which it controls. Backus holds 30 per cent. of the stock and alleges mismanagement. Bonds of $1,100,000 matured in 1923 and were unpaid.